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Guinness says Saunders took £3m in secret 'Money transferred as inspectors moved in'

By Lawrence Lever

Guinness accused Mr Ernest Saunders, its former chairman and chief executive of taking a £3 million secret payment from the company yesterday.

It claimed in the High Court that £382,000 of the money was moved out of his account on December 1 last year — the day the inspectors moved in to Guinness.

Mr Saunders, who was sacked by Guinness in January this year, strongly denied the allegation. In written evidence given to the court he claimed that Guinness was unjustifiably accusing him of fraud.

At the centre of the case are differing versions of events provided by Mr Saunders and Mr Olivier Roux, the former Guinness finance director, whose information given to the Guinness board in January, led to Mr Saunders being sacked.

Mr Saunders says that he was a "marketing man" who relied on Mr Roux to "deal with the financial side."

Mr Saunders, who is in Switzerland, said that despite "diminishing finances", "increasing ill-health" and "public condemnation without a trial" he had spent the last three months looking for the truth. He had been met

with a wall of hostility and silence.

He said also that his preparation of his evidence had been interrupted the previous day when Guinness attempted to claim possession of the second-hand car he was using.

His wife has had a "substantial breakdown" he said. He claimed also that he had never been given the opportunity to put his side of events before he was sacked in January.

Mr Saunders threatened to attend the company's Annual General Meeting next month.

Court hearing.....23

to give his version to shareholders.

Guinness is suing Mr Saunders and another director, Mr Thomas Ward, over a £5.2 million payment made to a Jersey front company last year. Guinness claims that both directors broke the law and their duties to the company in making the payment and failing to disclose it to the board.

Mr Saunders and Mr Ward argue that the payment was a fair reward for services provided by Mr Ward during Guinness's £2.7 billion takeover of the Distillers drinks company last year.

Mr David Oliver, QC, for Guinness, said that it was "not unlikely" that Guinness would bring more law suits

against Mr Saunders. He said that "it may well be that Mr Saunders was embroiled" in another mystery payment of £3 million to the businessman Sir Jack Lyons.

Guinness revealed in court that it is already suing Mr Ward in America for the return of a £750,000 flat.

Mr Oliver said that £3 million of the £5.2 million had been paid into a Swiss bank account in Mr Saunders's name in July last year. Reading a sworn statement from Mr Shaun Dowling, a Guinness director, he detailed a series of transactions carried out with the money.

The last of these was a payment out of the account of SwFr937,000 (about £382,000) on December 1 last year — the day the government inspectors walked into Guinness.

Mr Saunders claims that he merely gave Mr Ward the use of his Swiss bank account to Mr Ward because Mr Ward, who did not have a Swiss bank account, had asked him to. He says that he had no idea that the £3 million Mr Ward paid into the account came out of the £5.2 million.

● Sir Norman Macfarlane, who succeeded Mr Saunders as chairman of Guinness, is to remain non-executive chairman for two more years, Mr Anthony Tennant, the Guinness Group Chief Executive said yesterday.

Company admits basic errors in calculations

Ferry disaster toll to rise over 200 today

By David Sapsted and Rodney Cowton

The Zeebrugge ferry disaster death toll is set to rise above 200 today as divers continue the grim task of recovering bodies from the Herald of Free Enterprise.

Last night the figure had already reached a total of 184 and, faced with the gruesome evidence that the scale of the tragedy was far greater than the ferry company has always claimed, Townsend Thoresen conceded there could have been fundamental errors in their initial calculations.

At the same time, the company's recently retired most senior captain revealed to *The Times* that he has written to the Department of Transport warning that the number of passengers recorded as being on a ferry may bear no resemblance to the numbers actually on board.

And last night Mr Peter Ford, the chairman of Townsend Thoresen, conceded for the first time that human error was responsible for the disaster.

He said the company's operating procedures were being "re-written and double rewritten" in the wake of the tragedy.

The number of bodies recovered since the operation to right the ferry began is 123 — with 61 bodies brought ashore immediately after the sinking. Townsend Thoresen consistently claimed that the final death toll would be 134 despite detailed reports from Kent police that the figure must be much higher.

The company's figures, based on a survey of survivors in hospitals and hotels in the Zeebrugge area on the morning after the March 6 disaster, have proved wholly inaccurate as British and Belgian navy divers have made un-

expectedly rapid progress in bringing out the dead.

Mr Olivier Vanneste, the West Flanders governor, told a press conference here yesterday that the Kent figure had to be regarded as the most accurate available.

Captain Oliver Elsom, who retired last year after six years of commanding a sister ship of ferry, said yesterday that he had written to Mr John Moore, Secretary of State for Transport, to warn that figures for passengers on board may be inaccurate, but had not so far received a reply. He believed that a system should be

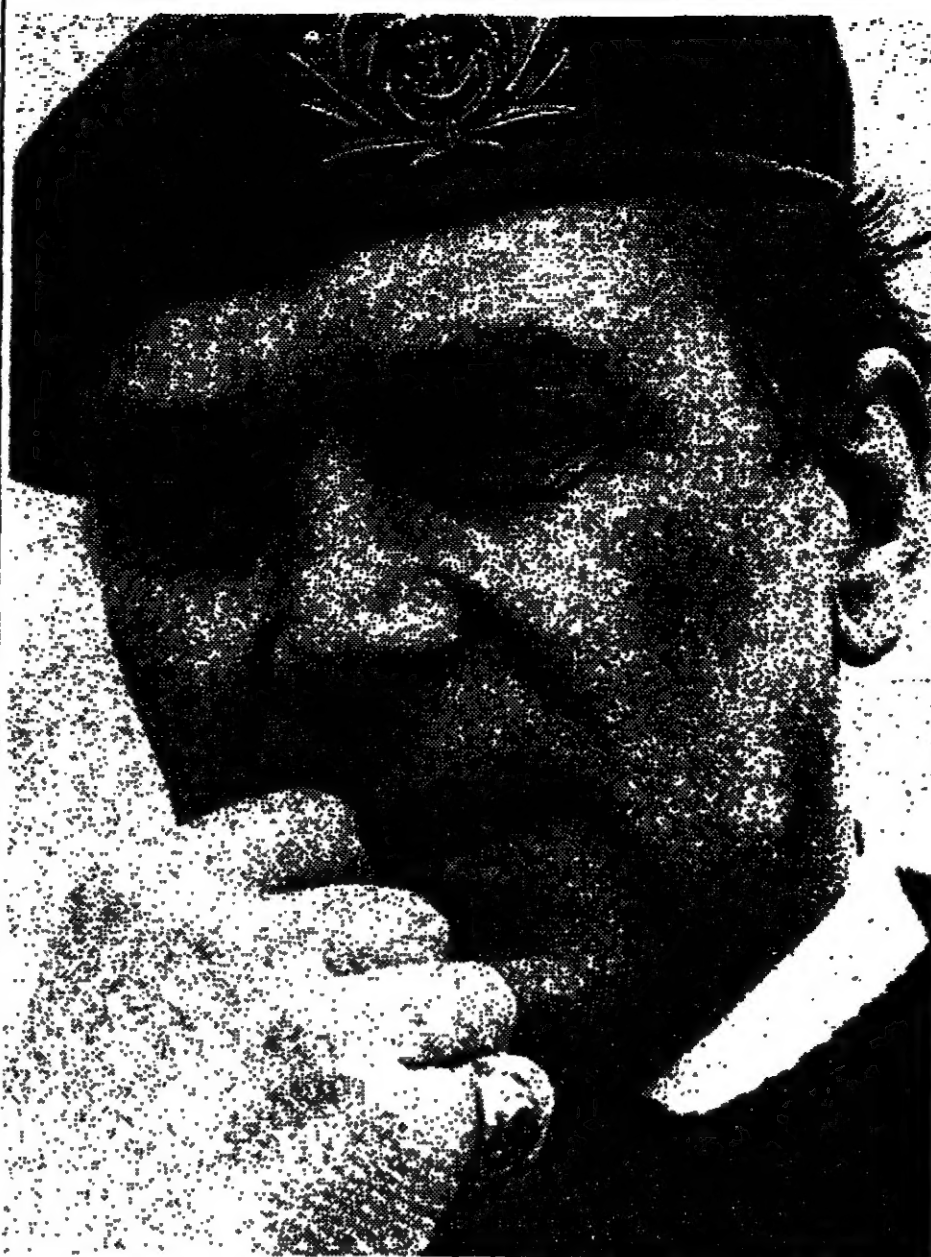
brought in under which the name and address of every passenger would be listed.

He said counts are frequently inaccurate, particularly at busy times. "There are times when, as Master, you just know that the number on board is greater than that indicated," he said.

Townsend Thoresen, however, insisted that their tally of numbers on board ferries should be accurate, and said that the ticket stubs of those boarding without advanced reservations were always kept and double checked.

There were believed to be 543 passengers and crew aboard the ferry when disaster struck. Townsend Thoresen has always put the number of survivors at 409 while Kent police have calculated 352.

After formal identification in the makeshift morgue at Zeebrugge naval base, the bodies will be taken to the San Jan hospital in Bruges where 150 cool boxes are ready to ship them back to Britain.



Commander Jack Birkett: "I could feel nothing but sorrow." (Photograph: Chris Harris)

Water meters for all if Tories win third term

By Philip Webster, Chief Political Correspondent

The Government has decided to make moves towards the introduction of compulsory water metering in Britain a key priority if it wins a third successive term in office.

Legislation providing for metering trials in up to half a million homes across the country will be contained in the first Queen's Speech of the new Parliament if the Conservatives win the general election.

Senior government sources have confirmed that it will be contained in the Bill to put the 10 water authorities in England and Wales on the market, one of the main privatization measures of the next Parliament, aimed at raising up to £7 billion.

The issue has long been regarded as a controversial one by ministers because of possible fears among consumers that they might have to pay much more under a metered system than at present.

But ministers now believe that the present system is out of date. With gas and electricity paid for according to consumption they now believe it is appropriate at least to move towards a system of water metering.

They believe that prospects for a successful sale of the water authorities will be enhanced if prospective buyers

believe that a nationwide metering system could be introduced.

The Government has decided to act on the basis of a study carried out by the water industry and headed by Mr Roy Watts, chairman of the Thames Water Authority, which suggested trials lasting up to a year across the country in up to 500,000 homes.

For the purposes of the trial the consumer will not be required to pay for the installation of meters. The costs are expected to be spread between the Government and the authorities.

If successful a national sys-

tem will be introduced, by which time the industry hopes that new remote-reading electronic devices will be available which will remove the need for meters to be read manually.

Ministers are cautious about moving directly to a system of countrywide compulsory metering although they believe that will be the logical outcome of the trials.

Any metering system introduced is likely to be graded. Consumption up to a set limit will be priced more cheaply to discourage people from over-consuming to the point of being unhygienic.

At present industrial consumers are already metered but few domestic consumers have seen enough advantage in metering to be prepared to pay the £100 or so cost of the installation of a meter.

Estimates vary over whom would gain through a change to metering, because the present system is tied to rateable values.

Thames Water has estimated that anyone whose rateable value is more than £500 would probably be better off with a meter.

Couples living in a highly rated area would certainly benefit. But a family with two small children where the washing machine was in frequent use might just lose out.



Proctor on indecent charges

Mr Harvey Proctor, Conservative MP for Billericay, was yesterday charged with four offences of gross indecency.

Mr Proctor, aged 40, was granted unconditional bail to appear at Bow Street Magistrates Court on April 16. The charges relate to alleged spanking sessions with youths aged 16 to 19.

Prague visit

Mr Mikhail Gorbachev, the Soviet leader, will arrive in Prague today to begin his postponed official visit.

IN PART 2

Girls' world

More openings have been created for women by the upheaval in jobs and the shortages of young people, says Michael Crosswell, of the Blue Arrow Employment Group, in an introduction to today's seven-page General Appointments section.

Pages 27-33

FA on lookout

The decision of General Motors to withdraw much of their support has left the Football Association looking for a new major sponsor..... Page 38

Portfolio

● There are two chances to win £4,000 in the Portfolio competition today. In addition to the normal Thursday game, we are re-running the share movements from yesterday's game. Details and Portfolio list, page 25.

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Gas shares inquiry uncovers frauds

By Cliff Feltham

Accountants called in to police the sale of British Gas shares to the public have uncovered "very substantial attempts" at fraud, it was disclosed last night.

A report containing details of roughly 10,000 suspected multiple applications is to be handed to the Director of Public Prosecutions and the Fraud Squad. The investigators have discovered several big rings operated by experienced investors which could involve very large sums of money.

Mr Richard Blackburn, the Touche Ross partner heading the team of 200 working on the case said: "We have discovered what appears to us to be some very substantial attempts at fraud."

"We have identified several thousand doubtful applications and we will be putting in our report during the next week or so. The special computer system combined with accounting techniques worked very well."

The accountants operated a system known as "fuzzy matching" where an investor using variations of his name but based at the same address applied for more than one batch of British Gas shares.

Although the number of multiple applications is small compared with the total of 4.5 million who applied for British Gas, it is still surprising in view of the warnings.

The organizers of the flotation went to great lengths to warn potential investors that they could face prosecution for submitting more than one form.

When dealings began the shares jumped 17p above the 50p first instalment providing an instant profit of about £170 for investors owning the average of about 1,000 shares.

Accountants Peat Marwick were called in after the British Telecom issue in December 1984 and eventually submitted a report on 6,600 suspected multiple applications resulting in ten prosecutions.

US-Soviet tensions

Another Marine held as spy

Washington (AFP) — An American Marine formerly assigned to the US Consulate in Leningrad has been arrested on suspicion of spying for the Soviet Union, the Defence Department said yesterday.

The suspect, identified as Sergeant Joseph Weirick, was picked up on Tuesday, the department said.

He allegedly had "unreported" contacts with Soviet citizens, including women, charges also laid against three other Marines held after being based in Moscow.

Sergeant Weirick, who worked in Leningrad in 1981 and 1982, was arrested as a result of the continuing investigation of Sergeant Clayton Lonetree, a former Marine yesterday accused Washington of trying to poison the atmosphere of arms talks between Mr Edward Shevardnadze, the Soviet Foreign Minister, and Mr George Shultz, the US Secretary of State, in Moscow next week (A Correspondent writes).

Mr Petrovsky was reacting to President Reagan's remarks that he was ordering a thorough review of security at the US Embassy in Moscow. The President's remarks were "truly hostile" and their timing was to be deplored, he said.

guard at the US Embassy in Moscow, who has been charged with spying.

● MOSCOW: In a clear hardening of attitudes here, the Soviet Deputy Foreign Minister, Mr Vladimir Petrovsky,

to select the minority choice.

One of the Midlands MPs who personally lobbied against the Bishop of Steyne was Mr Anthony Beaumont-Dark, MP for Birmingham, Selly Oak.

He said yesterday he had told the Prime Minister that Birmingham "had had enough left-wingers and did not need another tub-thumping bishop."

The chairman of the Birmingham Vacancy-in-See Committee, the Bishop of Aston, the Right Rev Colin Buchanan, said he would be asking the General Synod to reopen the question of the way bishops are appointed.

The committee was responsible for forwarding the dioceses' preferences to the Crown Appointments Commission.

Increasing Ministerial support for June poll

By Philip Webster, Chief Political Correspondent

Support for a June election is growing in the Cabinet and now extends to the Government's key business managers responsible for getting its legislative programme through parliament.

Ministers previously in favour of an October poll now believe that the tide is running fast for June, and have already drawn up plans for the first Queen's Speech of a new parliament following a June election.

Pressure within the Tory Party for June will not be lessened as a result of the latest opinion poll, published last night, showing Labour back in second place and the Alliance third.

The Marplan survey, in *The Guardian*, gives the Conservatives 38 per cent, Labour 32 per cent and the Alliance 27 per cent, precisely the same as last month.

Ministers are now reluctantly prepared to accept the loss of the Criminal Justice Bill.

Local elections, page 2

Thatcher rejects choice of 'too left-wing' bishop

By Peter Beaumont and Clifford Longley

The Prime Minister turned down the Church of England's first preference to succeed Dr Hugh Montefiore as Bishop of Birmingham after complaints from church members and Conservative MPs that he was "too left-wing", it emerged yesterday.

Instead of the widely expected name of the Bishop of Steyne, the Right Rev James Thompson, the name of the Bishop of Kensington, the Right Rev Mark Santer, was formally announced by Downing Street.

Church sources indicated that the support of the majority of the Crown Appointments Commission, but Mrs Margaret Thatcher used her discretion

to select the minority choice.

One of the Midlands MPs who personally lobbied against the Bishop of Steyne was Mr Anthony Beaumont-Dark, MP for Birmingham, Selly Oak.

He said yesterday he had told the Prime Minister that Birmingham "had had enough left-wingers and did not need another tub-thumping bishop."

The chairman of the Birmingham Vacancy-in-See Committee, the Bishop of Aston, the Right Rev Colin Buchanan, said he would be asking the General Synod to reopen the question of the way bishops are appointed.

The Bishop of Kensington, in a statement accompanying the announcement, indicated that he had some hesitation before accepting his new post, apparently in the light of the controversy.

Bishop Santer said: "I am coming to Birmingham because I was asked to do so, and I consulted widely with people whose opinions I trusted, especially the Archbishop of Canterbury. As a result of these consultations my wife and I felt we ought to come."

Although proceedings of the Crown Appointments Commission are strictly confidential, the indications yesterday were that the Bishop of Steyne's name failed to receive the two-thirds vote which would have made it an official first choice.

In such a case the custom is to

inform Downing Street of the voting. The agreement between church and state has always envisaged the possibility of the Prime Minister selecting the second name, or of referring both names back for further nominations.

Controversy in the Birmingham diocese started with a report in *The Times* on December 12 last year that the Bishop of Steyne was emerging as the front-runner. This set off a series of protests to various members of the Vacancy-in-See Committee, who are all local clergy or laity.

Bishop Thompson has strongly supported the criticisms of government policy contained in the controversial church report *Faith in the City* in 1985.

Photographs, page 2

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NEWS SUMMARY

'Scandal' of the poor's ill health

New evidence linking unemployment and poverty with ill-health has been gathered by the British Medical Association.

A draft version of a report which is being submitted next month to the BMA council says that deprivation exists on such a scale as to be a "national scandal" which cannot be morally justified. It says that much illness is at least partly caused by social and economic factors.

It calls for government action on low pay, housing, jobs creation, education, health and social services, to combat sickness associated with deprivation.

The BMA would not comment on the report yesterday beyond saying that it will be considered next month by the council of the association, and could be approved, amended, published or used only as an internal document.

If published in its existing form it would be a further embarrassment to the Government, following the publication last month of *The Health Divide*, a Health Education Council report which reached similar conclusions.

Strain upset tea lady

A tea lady developed tennis elbow after pouring 160 cups of tea a day, the High Court in London was told yesterday.

Mrs Winifred Pollard, aged 53, of Shacklewell Road, Stoke Newington, north London, is seeking damages against British Petroleum, claiming that she suffered the elbow strain while working at the company's offices in Ropemaker Street, central London eight years ago.

BP, contesting liability, deny that Mrs Pollard strained her elbow at work or that she was asked to pour too many cups of tea. The case continues today.

Libel jury split

A High Court libel action which has lasted almost nine weeks and cost £1 million will have to start again because the jury could not agree on a verdict.

Mr George Bobalos, the Greek industrialist and businessman, had sued *The Economist* magazine over allegations in 1982 that his Athens newspaper *To Ethnos* was "a slave of Moscow". The action, which began in February, must now be tried by a new jury, and the legal costs of the first case will be added to the bill of the new hearing.

Moscow flights plea

British Caledonian Airways, which has to stop in Moscow on one of its three-times-a-week flights to Tokyo from the end of May, is applying for permission to fly tourists to the Soviet capital. Traffic is already 30 per cent up on last year, and is expected to soar in the wake of Mrs Thatcher's tour of the Soviet Union.

At present the airline has to land at Moscow on its trans-Siberian flights but is not allowed to let passengers off. But now it is applying to the Civil Aviation Authority for the right to do so alongside Aeroflot and British Airways.

Doubt on share law

Mr Keith Best, the Conservative MP who made multiple applications for shares in British Telecom and Jaguar, yesterday welcomed speculation that he could escape prosecution because of insufficient government safeguards.

He said the only warning against multiple applications was just one line in the prospectus, which was not automatically supplied to applicants.

In other cases, the Director of Public Prosecutions judged the wording on the forms too vague to justify prosecution. *Parliament*, page 4

Protest by disabled

More than 1,000 disabled people from 30 organizations protested at Westminster yesterday over the Government's failure to implement the main provisions of the 1986 Disabled Persons Act.

The Act, piloted through the Commons by Mr Tom Clarke, Labour MP for Moulton, became law on July 16. Its aim was to provide full and prompt assessment and help for the disabled. Its main provisions have yet to be implemented because of lack of government funds.

The Department of Health and Social Security said last night that four sections had already been implemented.



Ninety years ago the DGAA was founded to help those who are today's professional people facing livelihoods that had collapsed - and with very few others to care.

Succeeding decades have produced differing circumstances, but the continuing thread has been the knowledge that everywhere there are people, who had thought their plans for later life complete, quite suddenly finding themselves totally unable to cope.

Failing health, savings slashed in value, the shock of bereavement - whatever the reason, in each case the need for speedy help in deep distress has been vital.

The DGAA has helped many hundreds of these unfortunates to stay in their own homes and, if needed, offers a service of devoted professional care in 13 Residential and Nursing Homes. Without direct state aid, we depend very largely on donations from people like you. Please help - while you are able, with a donation or a legacy.

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Teachers' strikes set to disrupt exams

By Sarah Thompson
Education Reporter

The two largest teachers' unions are planning a further series of half-day strikes stretching throughout the summer term.

And if their Easter conferences agree, they may disrupt examinations for the first time in three successive years of industrial action.

The teachers are protesting against a decision by Mr Kenneth Baker, Secretary of State for Education and Science, to impose a pay and conditions deal and replace

the Burnham Committee, which used to negotiate teachers' pay, with an interim advisory committee.

The first phase of the new wave of protests began in the week of April 27, when up to 20,000 teachers in 13 areas will be called out on strike, affecting an estimated 1.2 million pupils for half a day each.

Leaders of the unions, the National Union of Teachers and the National Association of Schoolmasters/Union of Women Teachers, gave a warning yesterday that "passions are getting inflamed" and that examina-

tions will be hit unless Mr Baker agrees to discuss new negotiating rights.

Mr Nigel de Gruchy, deputy general secretary of the NAS/UNT, said that leaders were aware of the danger of losing momentum in the strike, adding: "That is why we are pacing ourselves for a marathon. We are not in the sprint business."

He added: "For the past three years, there have been an increasing number of calls to focus strike action on examinations from local associations at national union conferences. Passions are get-

ting inflamed and this time there are bound to be those who demand stronger action than the half-day strikes.

Teachers have learnt that the only way to concentrate the mind of the public on the fact that our negotiating rights have been taken away is by strike action."

The union leaders dismissed Mr Baker's claim that only a third of their members have actively supported the past wave of strikes. Mr de Gruchy said: "Rallies have been extremely well attended. I went to one in Cambridge attended by a third of the

Cambridge membership of the two unions. That means that there were many more who went on strike but stayed at home."

"Teachers who have never been on strike before are joining this action," he said.

The 13 areas to be affected by half-day strikes are: Newcastle upon Tyne, Manchester, Doncaster, Barnsley, Nottinghamshire, Staffordshire, Essex, Hampshire, the Isle of Wight, Dorset, Buckinghamshire and the London boroughs of Redbridge and Bromley.

College facing further cash cut

By Our Education Reporter

Birkbeck College, the 144-year-old college for part-time students in London University, has been hit for the second year running with cuts in funding that threaten its unique undergraduate and postgraduate teaching programme.

London University announced yesterday that in the 1987-88 academic year the college's funding will be 6.9 per cent less than the figure for 1986-87. In 1989-90, the reduction will amount to 11.7 per cent off this year's figure of £7,937,000.

The university court has been advised by the University Grants Committee to allocate funds to Birkbeck on the grounds that it has a "special factor": it is the only fully-part-time face-to-face college in the country. The UGC refused to disclose yesterday how much the "special factor" status was worth to the college but said that an extra allowance had been made for it in the overall grant to the university.

According to Birkbeck College, the university has cut the college's real-term funding more than for any other college.

Spokesmen for the university and for the UGC yesterday put the responsibility for the cut on each other's institutions. But Lady Blackstone, Birkbeck's Master-elect, said that the cut contradicted government promises of "special factor" status.

Another blow for Birkbeck is the loss of a special grant of £600,000 which the UGC gave last year when a change in the funding formula for part-time students hit the college badly.

Professor Roderick Floud, spokesman for the college, said: "We assumed that being a 'special factor' meant that this grant was a permanent feature until the outcome of a range of public inquiries was known."

"Clearly we assumed wrongly. The university and the UGC failed to keep their side of the bargain."

Whitehall union first with deal

By Tim Jones
and Roland Rudd

The Institution of Professional Civil Servants yesterday became the first Whitehall union to pave the way for the Government's new approach on pay when it accepted a deal worth 15 per cent over the next twelve months.

Although the settlement is higher than the Government would have wanted, the agreement allows for the introduction of a pay structure which will include merit payments for high-flyers.

The strike by members of two other Civil Service unions could throw parts of the North-west into chaos if they carry out their threat to stay out closing down the DHSS and Employment offices, for the full six weeks of their planned industrial action.

The two largest Civil Service unions, which started a "rolling" strike since Monday, have ordered their members to take action in each area for a week. The plan is to stagger the strike across the country until May 16.

However, Mr John Macrae, a Militant supporter on the Civil and Public Services Association's executive, predicted that many of the striking Civil Servants in the North-west would defy the instruction and stay out on strike for the full six weeks.

Speaking from a strike centre in Liverpool, where all 31 Employment and DHSS offices have closed, Mr Macrae said he was delighted by the solid action.

The IPCS agreement will have no bearing on the industrial action by the other two unions who have rejected a "final" government offer of 4.25 per cent with bonuses.

Tories claim tide turning in time for the local elections

By Robin Oakley, Political Editor

The Conservatives are setting out on the local elections campaign for May 7, which could determine the timing of the general election, fortified by a marked swing in their favour in recent council by-elections.

In the five months from May to September last year, the Conservatives won 30.5 per cent of the votes in local government by-elections, running in third place to Labour, who were second with 31.9 per cent of the vote, and to the Alliance, who were first with 33.1 per cent.

In the 271 local government by-elections in the six months from October 1986 to March, with more than half a million electors voting, the Conservatives have moved into first place with 36.7 per cent of the vote to 31 per cent for the SDP/Liberal Alliance, and 27.4 per cent for Labour.

The Conservatives, disputing figures issued recently by the Alliance, say that in March alone they scored 35.5 per cent of the vote to 31.5 for the Alliance and 30.4 for Labour.

Labour tackles 'loony left'

By Philip Webster, Chief Political Correspondent

The Labour Party is planning next week to unveil a "manifesto for London" in an attempt to counter the influence of the so-called "loony left".

As part of the same process it yesterday published proposals for annual elections in the London boroughs as a further means of imposing discipline on councils captured by the hard left.

With a general election approaching, Labour leaders are desperate to tackle the acknowledged influence of the "loony left" which they believe cost it the Greenwich by-election and led to the disastrous past six weeks which have seen its position in the polls fall sharply.

The manifesto, to be published next Wednesday, will promise 120,000 jobs for the capital within two years.

It will also make a strong attack on the Government's record on crime, health, housing and other key London issues.

Labour cannot afford to lose London, which remained relatively loyal to the party during the 1983 election and the overall message will be that Labour has the policies for London and that the "loony left" runs only a small minority of councils.

Dr John Cunningham, Labour's chief environment spokesman, yesterday presented a Bill in the Commons to provide for annual local elections in London.

It has no chance of becoming law but was intended as a statement of Labour's intent to bring in such legislation.

Since the abolition of the GLC, local council elections take place only once every four years in London while other areas have local elections at least two years out of four.

Meanwhile Labour MPs were yesterday brought up to date on the details of the party's campaigning activities for the local elections on May 7 and the general election which could follow.

At the weekly meeting of the parliamentary party, Mr Bryan Gould, the campaign's co-ordinator, reported on the progress of the new "spring offensive" poster campaign

more shire districts in England, together with all seats in 33 Welsh districts and a third of those in four more in Wales. They were mostly lost contested in 1983 when Conservative fortunes were still running high after the Falklands war. It was a rare instance of a swing to the government in power.

The SDP/Liberal Alliance, holding 1,300 of the seats to be contested to about 5,000 for the Conservatives and almost 3,000 for Labour, has predicted that it will gain a minimum of 400.

Labour will launch its campaign next Tuesday. Political eyes are today on the first by-election in Liverpool since the explosion of 47 Labour councillors to gauge whether the Militant stronghold has been broken.

Four candidates are contesting a vacant seat in the Labour-stronghold of St Mary's ward of the city. The socialist mantle has been adopted by Mr Ian Rogers, aged 25, a surveyor, who shies from the Militant label.

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CBI chief attacks rates farce

By Edward Townsend
Industrial Correspondent

A fresh assault on local councils which "borrow now and pay later" was made yesterday by Mr John Banham, director general of the Confederation of British Industry and former head of the Audit Commission, which is responsible for weeding out wasteful local authority spending.

"It may seem quaint to learn of schemes involving the sale and lease back of bath taps in council houses, for example. But the implications for business rates in the not so long term are very serious."

Mr Banham said that in 24 of Britain's 430 authorities the £1.3 billion of deferred purchase schemes exceeded spending in 1987-88 on research funded by the Universities Grants Committee and the research councils.

And yet more ingenious schemes were in prospect to try to find a "quick fix" for the funding gap in the current year, which in the case of London was £400 million.

"All this will come home to roost eventually. And it will, inevitably, be reflected in further increases in rates."

Mr Banham, addressing a conference at the CBI's headquarters at Centre Point in central London, told delegates that the CBI paid more than £700,000 a year in rates, principally to Camden council. "As you leave this conference through litter strewn streets, over broken pavements or past drunken traffic bollards ask yourself whether we are getting good value for your money."

While most councils were "doing a respectable management job", CBI members were complaining increasingly about lack of effective local accountability, large and unpredictable increases in business rates which already cost £7 billion a year, political influence on the award of contracts, and a statutory rates consultation process that had become a "farce".

Zeebrugge disaster

Insurers offer more money

By Ruth Gledhill and Rodney Cowton

Compensation payments made to survivors and dependants of victims of the Zeebrugge ferry disaster will be more than double the existing limit of £38,000 for loss of life.

Sir Jeffrey Sterling, chairman of P & O, the parent company of Townsend Thoresen, said individual payments would be at least £80,000 per person and probably more. The insurers had decided to go beyond the limit set by the Athens Convention 12 years ago although there was no legal obligation to do so.

He said: "It is a very positive move on their part. Despite the fact that they did not have to go beyond that limit, they are going to do so whatever the Government decides the new limit will be. Over and above that, P & O has further funds available for hardship cases, and then there is also the disaster fund."

"Settlements will be made very speedily. It is up to solicitors to get their claims in as quickly as they can."

A decision on the final

compensation figure to be set by the Department of Transport is expected in the next two weeks. The department is talking to shipping and other maritime organizations, but its consultative paper on the issue says: "An increase to £95,000 would roughly match the increase in UK monetary earnings since 1974. An increase to £80,000 would match closely the present limit for carriage by UK airlines."

A British company yesterday said that research into the safety of roll-on/roll-off ferries had suffered because the benefits were difficult to express in financial terms.

British Maritime Technology (BMT) also said that the risk of incidents in the seas around northern Europe were higher than was generally supposed.

In spite of this, and concern about the capsize of the Herald of Free Enterprise, only one small ferry operator had responded to a proposal for a research project into the safety of roll-on/roll-off ferries.

The warnings are contained in a proposal which has been put forward with the encouragement of the Department of Transport, by BMT, a company based at Feltham, west London, which is leading research in Britain in this field.

It was sent to 27 operators suggesting there should be a three-year programme costing £300,000.

BMT said the proposal had been sent out on March 24. Only one small Scottish operator had responded.

BMT says it is inaccurate to believe that the risk of shipping incidents in northern Europe is small.

"A study conducted by BMT on behalf of the Department of Transport marine directorate indicated that during the period 1978-83 there were 2,113 incidents, 1,352 of them being serious in nature... if one considers that each of these incidents might have happened to a ship carrying a large number of passengers and crew, the amount of risk involved can be visualized better."

Science jobs threatened

By Pearce Wright, Science Editor

However, officials are considering how to continue the work if Britain does not relent.

The largest of the eight topics covered by Framework includes information technology, which accounted for 124 contracts worth £665 million for British organizations.

The proposal to allocate £1,600 million for the next five years would be expected to bring additional spending to Britain.

Similarly, 52 contracts out of 192 for work to accelerate broadband communications in Europe and an internationally more competitive telecommunications equipment industry were awarded to British organizations.

Officials first proposed a package costing £5,390 million last autumn. Britain was

joined in rejecting the plan by France and West Germany. They relented last month after a lower compromise was suggested by Belgium.

A scheme to produce a compound that can be injected as a lubricant into arthritic joints or into skin for the removal of wrinkles has been given a £400,000 grant by the Department of Trade and Industry.

It is part of a £4 million project by an Anglo-American company, Genzyme, which is exploiting discoveries in biochemical and genetic engineering for the pharmaceutical and fine chemicals industries.

The new plant at Havill, Suffolk, will also make preparations to treat virus infections and deficiencies caused by genetic disorders.

Corporal gets life for killing

A lance-corporal in the Life Guards was jailed for life in the Central Criminal Court yesterday for strangling his wife's husband.

Lance-corporal Jack Walton, aged 30, had denied murdering Mr Michael Joannou, whose body was found by his daughter, aged 14, outside their home in Thames Ditton, Surrey, on April 1 last year.

Mrs Marion Joannou, aged 36, was jailed for 18 months for impeding Walton's arrest and giving false information to the police.

The prosecution alleged that the day before he was due to fly to Cyprus with his regiment, Walton had ambushed Mr Joannou, a publican, under cover of darkness and strangled him with a leather belt.

Walton had later written in his diary: "He got all he deserved. I kept thinking about Marion - I hope I have done the thing correct."

Walton had told that court that Mr Joannou had attacked him with a long chain.

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Lords give divorced fathers tax relief on paying school fees

By Frances Gibb, Legal Affairs Correspondent

A company director won an important legal victory in the House of Lords yesterday for divorced fathers who look after their children and pay school fees or other maintenance costs.

The law lords unanimously ruled that Mr Ian Sherdley, of Churt Road, Hindhead, Surrey, could have a court order against himself for payment of his children's school fees and so qualify for tax relief.

Mr Sherdley, whose three children live with him, has tried for the order since his divorce two years ago. It will mean a tax saving of £4,726 on the children's school fees.

The ruling was immediately welcomed by lawyers. Mr Jo Jackson QC, who acted for the father, said the ruling meant that innocent husbands with custody of the children were back in the same position as guilty husbands.

Both would be able to obtain tax relief on the school fees, whereas if the rulings in the lower courts had prevailed, it would have meant

that the custodial father could not obtain a maintenance order against himself and obtain tax relief. The non-custodial father who was the subject of a maintenance order could obtain relief.

There was also some speculation among family lawyers that the ruling would mean all custodial fathers could seek maintenance orders against themselves to obtain tax relief.

One expert said: "I see no reason why this ruling should be confined to school fees. It could in my view apply to all general maintenance paid by the father for the children."

The law lords' ruling overturns a Court of Appeal judgement in April last year that it would be wrong to grant the order because its sole purpose was to obtain tax advantages.

Lord Brandon of Oakbrook said that in 1985 Mr Sherdley had a gross income of £50,000, was paying his former wife £6,000 a year maintenance, had mortgage payments of

£13,000 a year and school fees for his children of about £8,000 a year.

The Court of Appeal had been scathing in its refusal to grant Mr Sherdley the order he had sought, Lord Brandon said, but it was long-established practice for the courts to make similar orders where children lived with the mother.

"I can see no good reason why the court should discriminate to the advantage of some children who live with their mother and to the disadvantage of others who live with their father," he said.

He added that he recognized the force of critical comments by the Master of the Rolls, Sir John Donaldson, in the Court of Appeal on the artificiality of contracts entered into by young children with the schools which they attend but he did not accept that a court order which contemplates the making of such contracts was a sham in the legal sense of that word.

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Nurses' rewards

Moonlighting widespread

By Jill Sherman, Social Services Correspondent

Thousands of National Health Service nurses are turning to agency work to supplement low wages, the Royal College of Nursing conference in Glasgow was told yesterday.

A recent survey in London showed that 80 per cent of trained nursing staff and 40 per cent of student nurses did regular agency work on top of their full-time jobs, the conference was told.

Nurse managers faced with under-staffed wards were taking on first, second and third

year students as agency auxiliary nurses. Other nurses were working in bars and restaurants and taking on cleaning and home-help jobs.

Miss Sally Gooch, a community nurse at Hampstead, north London, said: "The inevitable consequence of nurses doing more work is that patients will suffer. The situation is unsafe: we have a code of professional conduct but that is now being compromised."

Miss Gooch said a study of

400 nurses in Islington and Hampstead showed that four out of every five trained nurses did regular agency work, while 22 out of 34 sisters also admitted to extra work.

She said: "Low pay is a harsh reality for nurses in the health service. Low pay is not enough to live on."

On the Department of Health and Social Security's own estimates, 3,000 nurses were claiming family income supplement last year and four out of every 10 were on poverty wages. Student nurses earned only £83 a week and a qualified staff nurse with three years' training earned only £118 above the Government's own low-pay threshold, Miss Gooch said.

She said it might take the critical lack of nurses in teaching hospitals and the prospect of a general election for the Government to take the low pay problem seriously. In 1985 the Nurses and Midwives Pay Review Body settlement gave nurses an average 8.6 per cent increase, but staging meant that the full amount was paid in only two months out of 12. In 1986 the implementation of the review body's recommendation was delayed until July 1.

"In addition to the personal deprivation that this Government's interference has caused nurses and their families, nurses have been subject to more blackmail arising from the Government's failure to fully fund that award, leaving hard-pressed households to pick up the tabs," she said.

Mr Ian Hargreaves, chairman of the council, accused the Government of hypocrisy and double standards in its record on nurses pay. "I hear ministers making sympathetic noises about pay and then blackmail us over the number of kidney operations that could be performed instead."

Mr Trevor Clay, general secretary, called on the Government to implement the recommendation of the pay review body.

Counting the high cost of a 'decent day's pay'

By Our Social Services Correspondent

Ms Jocelyn Argue, a staff nurse at Selly Oak Hospital, south Birmingham, takes home £390 a month in her NHS pay packet and a further £240 from agency work. Her husband, Simon, a nurse student, takes home £280.

The couple have to pay out £180 a month towards their £20,000 mortgage and the remainder goes on food, rates, gas and electricity bills. "We have a £3,000 overdraft and I don't have anything to spend on myself," Mrs Argue, aged 28, said.

She works 66 hours a week, including up to 30 hours of agency work. "I am constantly tired and have been ill several times. My NHS work comes first but even that is bound to suffer. I thought about going to Saudi Arabia for three years but my husband needs support and it would be unfair on him."

Mrs Argue said many of her colleagues were doing the same thing. "All I am asking for is a decent day's pay for a decent day's work, or I will be one of the 30,000 nurses walking out of the NHS."

Mr Tony Durcan, a charge nurse at Princess Alexandra Hospital, West Essex, said his agency work provided him with the luxury of being able to afford a second-hand baby chair.

Mr Durcan, aged 27, who works in the hospital's accident and emergency ward, lives with his wife, who is also a nurse, and their baby in a one-bedroom council flat. "I work hard but my take home pay is only £485 a month. I cannot afford to stay in nursing and give my family a fair living."

Mr Durcan does 20 hours of agency work a month, mainly at weekends and nights. He says he can hardly remember when he last went out with his wife. "I refuse to accept any more sympathy unless it is wrapped in a £10 note in my pay packet."

Rebecca Malby, aged 23, is a night sister at Hammersmith Hospital, West London. She earns £8,000 a year and takes charge of 100 beds at night. The most she could earn if she stayed in clinical nursing is £11,000. She cannot afford to buy a flat and rents a room in a "beddy" area of Hammersmith, north-west London.

She said: "The lady next door was recently nudged as she went through her front door. I sometimes come home at 11pm and leave as early as 5am, depending on my shift. I work week nights and am paid for 70 hours, although I work 77. I also do 5-10 hours agency work a week."

Aids victims shun cameras

By Thomson Prentice, Science Correspondent

Fears of prejudice and discrimination will prevent Aids patients from allowing themselves to be photographed with the Princess of Wales when she visits them in a London hospital today.

The Princess will meet up to a dozen victims of the disease, including a woman out-patient, when she officially opens Britain's first purpose-built Aids ward at the Middlesex Hospital. But none of the patients has agreed to be publicly identified.

Some hospital staff are disappointed that patients in the £330,000 Brodie ward will not be photographed with the Princess because the visit was seen as vital in helping to demolish hostile attitudes to

wards Aids sufferers and myths about the disease.

"We hoped there would be no greater proof that Aids is not communicable by social contact than for her Royal Highness to be seen shaking hands with the patients," the hospital said. "If there was any risk to the Princess, she simply wouldn't be invited."

However, the attitude of the patients is being supported by senior medical staff.

● The world faces "an almost unbearable situation" with a generation of Aids victims suffering from dementia caused by the disease, a specialist told a seminar yesterday.

Mr Robert Pratt, of Nursing Cross School of Nursing,

London, said at Salford University that the number of people infected by the virus in Britain is expected to increase five-fold to 200,000 by the end of next year.

● The London Rubber Company, which claims a 95 per cent share of the British condom market, said sales had increased by 9 per cent since last year, with almost half that increase occurring since the launch of the Government's "safer sex" campaigns last November.

● Britain's first needle exchange clinic for drug addicts opens today in an attempt to halt the spread of Aids in Edinburgh, one of the worst affected cities.

Power of Greek propaganda myth

By Philip Howard

Myths are slippery things. The Iron Lady can become Madam Blue Eyes overnight, if it suits the propagandists and myth makers. A myth can become a Ms, or a Mrs, or even a missile which is why the most readable handbook of classical mythology is appropriately Ovid's *Metamorphoses*, a series of magical transformations.

At the annual meeting of the Classical Association, which opened at Reading University yesterday, Mr Jasper Griffin of Balliol, entertainingly examined the infinite variety and malleability of Greek myth.

The Olive Oil Lady Athens unfortunately did not feature in many of the great cycles of myth. So her Areopagus Street press officers attached her to the myths by alleging that great mythical figures came in flight as refugees to Athens.

Athena answered their prayers, of course, without fussing about immigration control; and so the city came to acquire the reputation of having always been uniquely generous in defending the weak. In the end, because of the PR myth, Athens came to believe that she was responsible for all the refinements and civilization of the whole world.

Her great poets and artists spread that commercial ad-

vertisement in prime time, and when we stand in awe before the Parthenon as the source of our culture, we show the continuing power of its propaganda myth.

In a scholarly paper on proofs of status in the Roman world, Miss Jane Gardner, of Reading University, managed the Amazonian feat of making the dusty matter of documentation fascinating.

Despite its manifest inconveniences and inadequacies, verbal testimony remained stronger than documentary evidence throughout classical law. This was partly because most Romans were not very literate or accurate.

Retailers challenge manufacturers

Why doesn't it say Made in Britain?

By Brian James

What has a potato-peeler, British Army, defaulter for the use of, to do with high-speed lifts in Europe's most expensive development, a plane tree, and a buckle on a woman's shoe?

The answer, far from any connection with Trivial Pursuit, lies close to the heart of the malaise which leaves nearly 3.5 million Britons with no worthwhile pursuit whatsoever.

All these items appear on an incredible display of artifacts which this country has bought from abroad because their users had failed to find competitive makers within the United Kingdom.

That list provided the dynamic for the Better Made in Britain (BMIB) Exhibition, opened in Kensington yesterday by the Prime Minister. This is a most uncommon event, a sales jamboree made back to front: that is to say instead of makers coming to display their wares, the big retailers who dominate Britain's high streets decked out stands with goods which they had imported and asked British manufacturers: "Why can't you make us something like this at something like the price?"

Sir Basil Feldman, the patriotic zealot who is chairman of the BMIB campaign, easily finds the figures to explain the need.

Since 1970 when our imports of manufactured goods were £4.3 billion, that figure has risen to £63 billion, easily outstripping Britain's own exports which in 1970 were nearly twice the import bill. As a consequence, he said, an estimated 1.75 million British jobs had been lost.

"Nearly 35 per cent of all manufactured items used in our homes and factories we purchase abroad. Our shops are jammed with products we ought to set our own people to



Sir Basil Feldman showing Mrs Thatcher the range of items that British firms buy abroad, at the Better Made in Britain exhibition yesterday in London (Photograph: Graham Wood).

make for ourselves, and to sell to the world," he said.

That potato-peeler, like the "mincer, meat, hand", and the "bowl, glass, finger", of the Ministry of Defence list of shopping done abroad, can perhaps be explained. "Small makers find us forbidding. They think we only buy Tridents and tanks," said the man from the ministry.

But how do you explain steel hand saws from Germany, and spanners from Sweden where factory wages are much, much higher? And there is no explanation or excuse that will satisfy Mr Peter Rogers for some of the opportunity on the grand scale he sees daily being lost.

Mr Rogers is construction director for Rosehaugh Stanhope PLC, the company

masterminding the Broadlands development in the City of London, a complex which will cost £500 million. Of that, the estimate is that £170 million in purchasing will go abroad which makes Mr Rogers seethe.

"My company will never ever buy abroad from choice. Yet time and again we have no option. Either because our native technology is not up to the work, but much more often because British companies simply will not accept the risk inherent in investing their time on big projects."

"We wanted British lifts throughout the development. We even gave a home company a deliberate edge on the pricing. But they pulled out. Too much for them. So Germany will install our lifts."

"Then there is cladding the exterior 'skin' on our buildings. We waited a year for the British tenderer to say yes. He said no. 'Too risky', that is to say, we pay well but exact stern penalties if you fail, and that frightened him. The Germans and the Americans, however, leapt at the chance."

That is a disaster for us and the country. There could be 10,000 jobs here, and I shall be flying off to Hamburg and St Louis to check out my cladding when I could have been just watching it roll down the motorway."

But, Mr Rogers says, the oddest thing of all is the trees. "British plane trees to landscape the whole of Broadlands. They will have to come from Belgium. Why? Don't even ask."

£5m sale of master drawings planned

By Geraldine Norman
Sale Room Correspondent

The Duke of Devonshire is to sell more art treasures from Chatsworth, his family home in Derbyshire. A group of 16 Old Master drawings, valued at about £5 million, are to be offered for sale at Christie's on July 6.

They include works by Raphael, Rembrandt, Van Dyck, Correggio and Veronese.

The drawings, together with others sold earlier this year, are intended to endow a special fund to pay for the long-term preservation of Chatsworth and its art collection.

Maintenance funds are exempted from capital transfer tax and the Devonshires are thus setting up a tax-effective method for covering recurring expenditure on the conservation of works of art, historic buildings and land scheduled as being of scenic interest. The Old Master prints sold from Chatsworth for £3.6 million in December 1985 were used for this purpose.

In a previous round of arrangements to protect family treasures from tax inroads, a charitable trust was set up. This owns a long-term lease on Chatsworth and the art treasures on view to the public.

The charitable fund's need for an endowment was met by the sale of Fossion's "Holy Family with the Infant St John", for £1,815,000 in 1981, and through a series of book sales which made £650,000 during the 1981-82 season.

The biggest and best of the sales from the collection - the Old Master drawings which realized £21 million in 1984 - was aimed at generating spending money for the Devonshire family.

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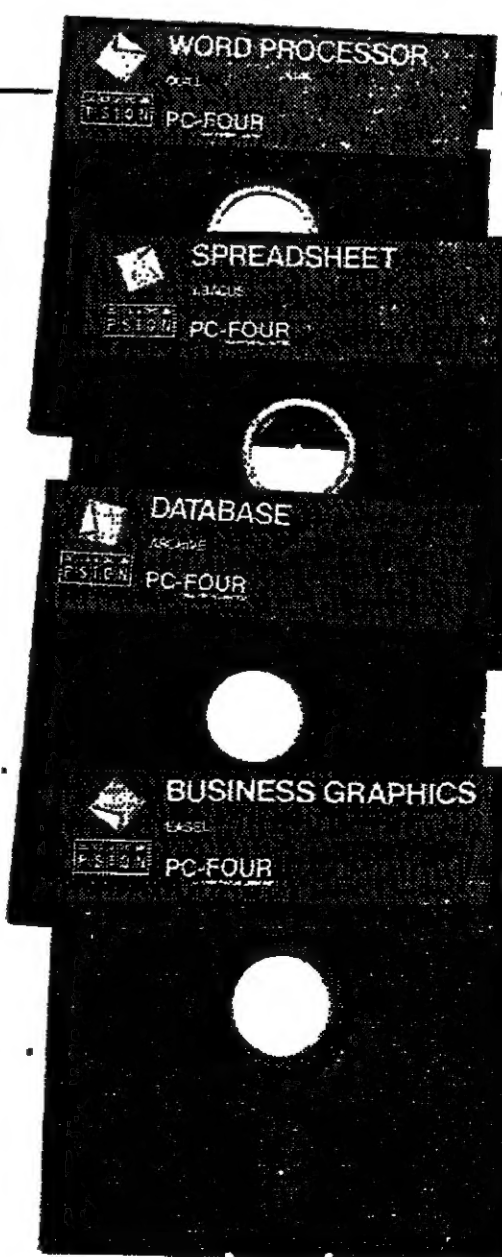
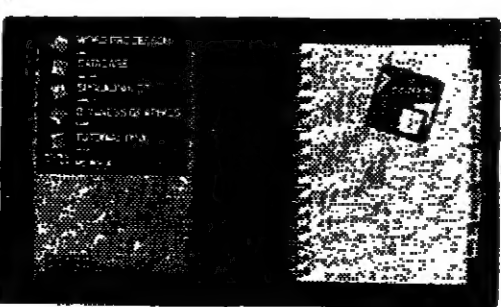
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It's the same story with the graphics creator, PC-Easel. This gives a wide choice of 3D, line and pie chart displays with interactive entry and design. Data can be entered direct or from a saved file and manipulated by formulae, or it can be created by manipulation of existing data. It provides user positioned vertical and horizontal annotations, keys and labels, and automatic scaling of the axes. And it allows multiple representations on one display. Micro Decision referred to it as "an extremely flexible graphics package".

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April 8 1987

PARLIAMENT

Scottish Office budget up 26%

The budget of the Scottish Office had to be increased by 26 per cent because of increased activity and demand, Mr Ian Lang, Under-Secretary, Scottish Office, said during question time.

Mr Lang told Mr Kenneth Hogg (Cumbernauld and Kilsyth, Lab) that in the third quarter of last year, the index of industrial production and construction, excluding oil and gas, had risen by 2.6 per cent in Scotland, compared with 1 per cent in the United Kingdom overall.

Mr Hogg said that figures over the past seven years indicated that output was below that which the Government had inherited from the last Labour Government. The Government was cutting the Scottish Office budget by £12 million so how could it expect to increase output in Scotland?

Mr Lang: I am not sure which part of the budget he refers to. Output has been below the 1979 level for 2½ years, but that, and has been achieved by fewer workers.

Mr Norman Godman (Greenock and Port Glasgow, Lab): That is an achievement? Mr Lang: That is an achievement in increasing productivity, which is the best security against unemployment.

Fox-hunting 'hooligans'

What was seen as the pre-judging of court cases in relation to public order offences at fox hunting meetings brought a sharp intervention from Mr Nicholas Fairbairn (Perth and Kinross, C). He made the allegation during questions to the Solicitor General for Scotland, saying that Labour MPs described as hooligans people going about their legitimate sporting interests and who had not been charged or convicted.

"What hope is there for the country when the Labour Party does not even believe in the presumption of innocence?" he asked.

Mr Peter Fraser, the Solicitor General, agreed.

Mr Fairbairn's remarks came after a demand from Mr Dennis Canavan (Falkirk West, Lab) for prosecutions of "hunting hooligans" until such time as the "barbaric practice of fox hunting is abolished".

Evidence by children

The Scottish Law Commission is examining the law surrounding the giving of evidence by children who have been abused. Mr Peter Fraser, Solicitor General for Scotland, told MPs.

He agreed that abused children should not have to go through a second trauma, but emphasized the need for a defendant to have a fair trial who has committed an offence. There was a Scottish Office project in hand entitled *Child Witnesses*. The Law Commission was considering whether evidence from children could be given in a way that meant they did not have to relive the trauma.

Fylingdales plea rejected

Topographical, geographical and operational factors were such that there was no prospect, Lord Trefgarne, Minister of State for Defence Procurement, indicated in the House of Lords, of moving the Fylingdales early warning radar station out of the North Yorkshire moors national park.

He told Lord Hunt that in modernizing the station, environmental considerations would be taken into account. The "half-balls" structure would be replaced by a pyramid-shaped structure.

Wind-power generators

A Bill backed by MPs of several parties to promote the generation of electricity by wind-powered generators was given an unopposed first reading. Mr James Wallace (Orkney and Shetland, L), seeking leave to present it, said that it would promote research and development, change the valuation base for rating and improve the terms on which wind-generated electricity was sold to the electricity generating boards.

New peers introduced

Lord Gould (C), formerly Sir James Gould, who became chairman of the Scottish Conservative Party in 1983, was introduced and took his seat. His sponsors were Lord Home of the Hirsel and Lord Sanderson of Bowden.

Lord Trafford of Falmers (C), formerly Sir Anthony Trafford, the consultant who treated victims of the Brighton bombing, and Lady Blackstone (Lab), formerly Dr Tessa Blackstone, were introduced on Tuesday.

Risking away

Mr Malcolm Rifkind, Secretary of State for Scotland, was absent from Scottish question time in the Commons because he had a possible fracture of the left ankle and had been advised to move around as little as possible this week. Mr John MacKay, Under-Secretary of State for Scotland, told MPs.

Labour MPs fail again to raise shares report

There was anger on both sides of the Commons over renewed attempts by Labour MPs to raise the subject of reports that two Conservative MPs had made multiple purchases of British Telecom shares.

Mr Dale Campbell-Savours (Workington, Lab) tried to raise out a letter that he had received from the Speaker to "get it into the public domain".

The Speaker (Mr Bernard Weatherill) said that he was not prepared to hear a re-run of yesterday's exchanges and persistently refused to allow the letter to be read.

Mr Campbell-Savours: I wish to draw your attention to a letter which you wrote to me and that is not a re-run; that is a completely new matter. You will recall that last week I wrote to you submitting that the behaviour of Mr Keith Best (Ynys Môn, C) brought the House into disrepute and therefore it was a matter...

The Speaker said that Mr Campbell-Savours was not going to draw attention to a letter which you wrote to me and that is not a re-run; that is a completely new matter. You will recall that last week I wrote to you submitting that the behaviour of Mr Keith Best (Ynys Môn, C) brought the House into disrepute and therefore it was a matter...

Labour MPs: Why not? The Speaker said that all MPs should know that matters of privilege should be raised with the Speaker. The Speaker's task was to decide whether to give the issue precedence over the business already set down for a particular day.

"That is exactly what has happened and he may not go beyond that. I am not prepared to allow him to read out my letter."

Mr Skinner: They are trying to gag you, Dale.

Mr Campbell-Savours: These are not my views, they are your views. You are interpreting the rules as you see them. I put it to you, I am entitled to place this letter into the public domain.

The Speaker: I am not prepared to break the rules of this House.

Labour MPs: Get Best out.

The Speaker: This matter was debated by the House and these rules were fully debated by the House.

Mr Campbell-Savours, to cries of "disgraceful" from Conservative MPs, asked the Speaker to explain the basis of how he decided whether a matter should have priority.

The Speaker replied that this was a matter within his discretion, although he took a number of things into account, including whether an offence had occurred in the parliamentary sense.

Mr Anthony Marlow (Northampton North, C) said that Mr Campbell-Savours constantly abused the procedures of the House, or attempted to do so. His scandalous behaviour was most unfair to Conservative MPs (Labour protest).

The Speaker: The House may rely on me to keep to the rules of order.

Mr David Winnick (Walsall North, Lab): You have stated that the House has certain privileges. These privileges belong to the House as a whole. They do not belong to individuals as far as the law is concerned.

This is a matter for the reputation of the House. People in the country are asking: Is there one law for the rest of us and one law for MPs? Our job, in order to ensure confidence in the House, is to make clear that the law applies to all.

Yesterday you stated that the position of the MP in question, the Conservative MP, has been sent to the DPP. Today a newspaper reports that it is extremely unlikely that any



Mr Dale Campbell-Savours seeking a way round the Speaker's ruling.

prosecution is going to occur.

In order to avoid repeated points of order day by day, what action can we take to ensure that someone who has broken the law, a member of this House on the Conservative benches, is treated no differently from any of our constituents?

The Speaker: The whole House would accept that matters of this kind where charges may be made is a matter for the courts. Surely, MPs would not wish to proceed by innuendo.

Mr Patrick Nicholson (Teignbridge, C): Can you confirm that the matter underlying this affair will be dealt with as and when the law takes its course? When MPs on the other side of the House have faced charges, we have waited.

Mr Nicholas Fairbairn (Perth and Kinross, C) said that it was not in the interests of the House, in nuclear weapons, he said that the Speaker, that members of any political party should make a political scene and mockery of

matters of conduct of MPs on any side.

Nor should they abuse the Speaker's right of copyright as regards the letter or the trust he had put in them by sending it in order to make cheap bad use of it.

Mr Dennis Skinner (Bolsover, Lab) said that during the exchanges that had taken place, Mr Best had not appeared in the Chamber. That in itself had helped the Speaker.

"Had Mr Best been here, it would have been alleged by some of my friends, and was alleged, that the man was not honourable and was a cheat. That's the theoretical standpoint."

"Supposing he does eventually return to the Chamber, and to represent his constituents, he might eventually be forced to do that, then you, Mr Speaker, have a problem which is points of order."

If Mr Best is not honourable but is a cheat and a crook and a swindler, will you

throw out the MP or Mr Best? The Speaker: In this country, we are all subject to the courts. This is a matter which will be dealt with in that way and not by points of order.

Mr Dennis Canavan (Falkirk West, Lab) said that he had seen the letter sent by the Speaker.

"I understand part of the reason why no immediate action is being taken against Mr Best is that it is considered that his offence was outside this House and was unrelated to parliamentary proceedings."

"I understand that he supported and voted for the legislation to privatize British Telecom which gave him the opportunity to line his pockets."

"Many people outside this House must be thinking that if that is not a breach of privilege, if that is not contempt of the House, if that is not abuse of a MP's position, then what is? The Speaker: The House would not expect me to give reasons for the decisions I take in these matters."

Foreign affairs debate

Russia trip 'high point'

The following report of a Commons debate on foreign affairs appeared in later editions of this newspaper yesterday.

The Prime Minister's visit to Moscow last week was the high point so far of this Government's sustained determination to achieve practical improvements in East-West relations.

Sir Geoffrey Howe, Secretary of State for Foreign and Commonwealth Affairs, said at the start of the debate.

He said that Mr Gorbachev's arrival at the top of the Soviet leadership had been an event of lasting significance, nationally and internationally. Already his presence in the Kremlin was having a manifest impact on life and government in the Soviet Union.

After a series of journeys to the socialist bloc, he was struck by their failure to bring prosperity. The contrast with Western Europe could hardly be greater. They face the difficulties of managing failure while we face, essentially, the difficulties of managing success.

Protectionist pressure had gained ground in response to persistent imbalances between economies of major countries. One of the most serious of these imbalances was with Japan.

"The Japanese cannot continue to enjoy a free run in Europe without the rest of us allowing in return free access to their own markets."

"Our objective is not to mount a trade war, still less to close markets. It is to secure an opening of those markets. The Japanese share with the rest of the world a responsibility for promoting these objectives."

Mr Dennis Healey, chief Opposition spokesman on foreign affairs, said that the Prime Minister had been converted from his initial belief in megaphone diplomacy.

Mr David Watt, whose tragic recent death all MPs regretted, had reported in *The Times* that the Prime Minister held a seminar at Chequers a few weeks ago on changes in the Soviet Union.

After being briefed by experts, she had permitted herself an astonishing outburst. She had

shrieked that socialism was unmitigated evil... they never change.

Yet, within 24 hours of being castigated by Mr Gorbachev for her Kremlin banquet speech, Mrs Thatcher appeared on a television interview, all melting away the anger, praising the Soviet leader as a man of fantastic courage, utterly outstanding, reasonable and someone who could be trusted.

What had produced this miraculous conversion?

There were signs that she had with Mr Gorbachev. It had lasted that long because, every few hours, the Soviet leader had succeeded in getting a word in.

There were signs that at some stages, Mrs Thatcher had actually listened to what he said.

After giving a detailed criticism of what he called Mrs Thatcher's "passionate belief" in nuclear weapons, he said that the threat of suicide was not credible, but what the Prime Minister was threatening was not just suicide, but the destruction of civilization and maybe of mankind itself.

Peer in call for national unity

HOUSE OF LORDS

The possible imminence of a general election and the state of the public opinion polls crept into a debate in the House of Lords in which Lord Mollath (Lab) put his sense of the case for creating a sense of unity and purpose among all United Kingdom citizens.

He recalled the joys of life under the post-war years of the Labour Government when, he said, ordinary people were really put on the agenda. Now the sense of unity and purpose in the nation was diminishing because of lack of attention to housing, health, law and order, and unemployment.

Freedom in the education system was in danger of being undermined by centralization, a principle alien to the British way of life. Those who worked in the National Health Service were outraged by what was going on. Some of the managers were looked upon as the death wish beetles of the health service.

Inequality in Britain had risen dramatically. Greed and envy were driving out the caring and good.

The Earl of Arran (C) said that the best barometers and interpreters of the political mood of the country were the national opinion polls.

Under the previous Labour Government, divisions abounded and feuds were at work. Only a fool or someone smitten with political envy would not admit that considerable progress had been made. He did not detect any sense of lack of unity.

Lord Mayhew (L) said that the two big barriers to unity in the country were the two class-based political parties. For decades Britain had been hamstrung by steric confrontation between Labour and Conservatives, both having been in power through a first-past-the-post voting system specially designed to divide the nation.

Now a third force, a fresh wind, was changing things. The Alliance supported the aims of the debate.

Control of public cash 'a formality'

By Our Political Reporter

Parliament has even approved them, that Parliament is not told enough in the annual Supply Estimates about the Government's aims and objectives and that MPs lack the necessary information to monitor actual performance.

As a longer-term solution, the Public Accounts Committee suggests that Parliament might find a new means of approving public spending instead of through the estimates presented to the Commons each March.

That could be through an entirely new document tailored to Parliament's needs, or through earlier and more developed estimates, or a second volume of the public expenditure White Paper, which is published each January.

More immediate recommendations include annual reports from each department, clearer presentation of the estimates, and more information on departmental stewardship of their assets, on overall aims and specific objectives of the spending of funds and on performance.

Committee of Public Accounts: Financial Reporting to Parliament (Stationery Office, £3.60).

Doubts on closure of roads

Doubt about whether the closing of border roads between Northern Ireland and the Republic would provide any security benefit was expressed by Mr Seamus Mallon (Newry and Armagh, SDLP) when a Government clause confirming the power to close roads crossing the border was added to the Northern Ireland (Emergency Provisions) Bill.

Mr Nicholas Scott, Minister of State, Northern Ireland, moved the new clause on report stage of the Bill. He said that it was necessary to clarify the legal basis of closures which had taken place under previous enactments.

Mr Mallon said that closing of border roads created difficulties for farmers. In one case, farmers who needed to get from a field to a neighbouring one had to travel six miles.

Just as the administrations north and south of the border were beginning to work closely together the roads between the two jurisdictions were to be blocked.

Mr Scott said that some idea of the scale of the problem could be gauged by the fact that there were some 300 crossings along the border of which approximately 100 were presently closed, half under the emergency provisions and half under the Stormont legislation of 1970.

The new clause was added to the Bill.

PSA 'should face competition'

By Martin Fletcher Political Reporter

The Government's £2.8 billion-a-year Property Services Agency should become a trading fund with commercial accounts and be opened up to competition from the private sector, the Commons all-party environment committee, which is chaired by Sir Hugh Rossi, said yesterday.

As already disclosed in *The Times*, the committee's report said the PSA had failed in its task of managing and maintaining the Government's vast property portfolio.

It lacked the clout and financial independence from the Treasury to manage that estate properly, lacked the funds to make repairs into a vast maintenance backlog, had allowed huge time and cost overruns on new building projects and was not responsive to clients.

By becoming a trading fund the PSA would acquire the necessary financial independence to run the estate on commercial lines while client Government departments would be able to assess its performance and if necessary go elsewhere for maintenance and lesser construction projects.

Those departments respon-



sible for specialist buildings such as prisons, courts or research laboratories would assume total responsibility for their construction and maintenance.

The PSA should be reorganized to create "a leaner, fitter and more professional organization" with enhanced powers to manage the Government estate more positively on a landlord-tenant basis.

Environment Committee: Property Services Agency (Stationery Office, £3.80).

Unions agree to Scots talks

CATERPILLAR

The Advisory, Conciliation and Arbitration Service had approached the unions in dispute over the decision to close the Caterpillar plant near Glasgow and the unions had agreed to attend a meeting, Mr Ian Lang, an Under-Secretary of State for Scotland, said during Commons questions.

The Caterpillar management had been approached and were considering the matter. He expressed outrage at the management's handling of the proposed closure.

Mr James Hamilton (Motherwell North, Lab), in whose constituency the plant is situated, had suggested a Government initiative to try to get the management, preferably at the American level, to meet shop stewards despite the sit-in at the factory. Otherwise, he said, unemployment in Motherwell district, now 20.5 per cent, would grow tremendously.

Mr Gavin Strang (Edinburgh East, Lab) said: The people of Scotland want action, not just words, from the Government to secure the industrial future of the work force.

Would Mr Lang take the plant and equipment into public ownership, either directly through nationalization or through the Scottish Development Agency? Then he would be in a position to negotiate constructively with Caterpillar.

If this failed, however, at least the equipment would remain to be used by other industrialists for the benefit of Scotland.

Mr Lang replied that nationalization never solved any industrial problem in the past and he could not see it being appropriate in this situation, either.

"I would like us to be able to get into the plant to help to complete the profile which the Scottish Office is compiling through the Scottish Development Agency for the industry department so that we can try to market the facility on a world-wide basis."

Mr Michael Hirst (Strathkelvin and Bearsden, C) said that Mr Lang should tell the Caterpillar management that the industry department so that we can try to market the facility on a world-wide basis.

Mr Lang said that he shared Mr Hirst's view of the way the management had handled the matter from the outset.

Mr Donald Dewar, chief Opposition spokesman on Scotland, said that there was a sense of anger and outrage at the way the company has treated the workforce.

Mr Lang said that both he and the Secretary of State for Scotland (Mr Malcolm Rifkind) shared Mr Dewar's feeling of outrage at the way the whole business of the closure had been handled.

Earlier, Mr Lang said that his main objective was urgently to explore the possibilities for retaining manufacturing operations and employment at Tannochside and that officials of the industry department for Scotland were in regular contact with Caterpillar management.

Sir Russell Johnston (Inverness, Nairn and Lochaber, L) asked if he would have specific proposals to put to put before the STUC on Caterpillar, to show evidence that the Government was prepared to do something direct to save 2 per cent of Scottish manufacturing industry? Otherwise his expressed hope of seeing unemployment drop would be seen as simple, pious nonsense.

Mr Lang said he would point out that the sooner action could be gained to the plant, the sooner the Scottish Office would be in a position to market it around the world.



Geoffrey Smith

There was a higher proportion of political knockabout in Mr Denis Healey's speech in the Commons foreign affairs debate on Tuesday than was appropriate from the shadow Foreign Secretary on such an occasion. It was not even particularly good knockabout; he is generally a much more accomplished practitioner of that art form.

But his speech offered further confirmation that Mr Healey is now providing a classic example of the dilemma facing a senior politician who disagrees with his party. He can declare his disagreement publicly and resign from any office he holds, or he can go along with the policy while seeking to modify it.

The case for the first course is that it is the more straightforward. The disadvantage is that it is all too likely to be ineffectual. Resigners do not often change their party's policy and they remove themselves from positions of influence.

Resigners rarely recover

Those who depart in middle age or later rarely recover their former power. That is a galling prospect for those with faith in the value of their influence.

In the British political system, where so much depends upon parties, the less heroic lie is usually the wiser on all except major issues. Collective responsibility could not operate if self-righteous politicians were always responding to the call of their conscience whenever they disagreed with their colleagues.

But senior politicians cease to carry conviction if they are seen to compromise too much on the really important questions. I doubt if Rab Butler ever quite recovered his standing in the eyes of the Conservative Party after his equivocations over Suez.

He did not approve of the operation. But he did not protest; he simply negotiated the withdrawal of the British forces while Eden was convalescing in Jamaica. Perhaps by then there was no alternative. But Butler's conduct managed to satisfy neither section of the party.

Similarly, I do not think that Mr Healey has ever truly believed in Labour's non-nuclear defence strategy. But he did not object, as he could have done before his publication, to what the last Labour manifesto in 1983 had to say on the subject. He simply tried to hijack the policy during the campaign by declaring that if Polaris was not negotiated away in Geneva then Britain should keep it.

After the election he played no part in reformulating the policy. But once again he set out to reinterpret it, and it has indeed been modified much along the lines he suggested some years ago.

I heard him begin the exercise in a fringe meeting at the 1984 Blackpool party conference. He endorsed the non-nuclear defence strategy, provided that this was based upon negotiations with our allies.

That proviso is now official Labour policy. It may not seem to change much. But the United States would not readily agree to remove their nuclear bases from this country; and who would conduct the negotiations from the British side?

Discretion in negotiations

Why, surely the Foreign Secretary in an incoming Labour government: none other than Mr Healey himself. He would obviously hope to have discretion as to how hard to press the Americans, especially as Labour does not now propose to demand the withdrawal of cruise missiles so long as negotiations are proceeding with the Soviet Union for an INF agreement.

In the current issue of the American journal *Foreign Affairs* Mr Healey sets out Labour defence policy in as unprovocative a fashion as one could imagine. He makes it sound more like a contribution to collective NATO thinking than a threat to the alliance.

It is an ingenious exercise. But it will not make Labour defence policy acceptable to any section of mainstream American opinion. Nor will it repair the damage that has been done by Mr Healey's gyrations in his reputation among many people on both sides of the Atlantic who have much respect for his ability and his previous record.

Parliament today

Commons (2.30): Debtors (Scotland) Bill, remaining stages. Lords (11): Abolition of Domestic Rates Etc (Scotland) Bill, committee, fifth day.

Hurd gets plea for easier ways to dismiss unsuitable policemen

By Peter Evans
Home Affairs
Correspondent

Mr Douglas Hurd, Home Secretary, is considering an official report calling for ways of dismissing police officers "clearly unsuitable to hold the office of constable".

The call came yesterday from the Police Complaints Authority, whose chairman, Sir Cecil Clothier, said at a press conference: "We often come across instances of police officers who may not have done anything deserving the full rigour of police discipline but who, nevertheless, on a number of occasions, have shown that they don't really know how to do the job well."

"And maybe they are also the kind of people who react

Disciplinary charges are being brought against seven police officers after the death of Mr John Mikkelsen, of Bedford Close, near Feltham, west London, the Police Complaints Authority said yesterday.

Mr Mikkelsen, a member of the Windsor chapter of the Hell's Angels, died in hospital during the night of July 15-16, 1985. He had been taken into police custody earlier that

night. After completion of the investigation into the circumstances of his death, an inquest was held in March 1986.

After the inquest, solicitors acting for officers concerned applied to the High Court for a judicial review of the coroner's verdict of unlawful killing. The review upheld the appeal and a new inquest was opened on February 10, 1987, which returned a verdict of misadventure.

badly under stress and over-react and maybe use more force than is necessary. They don't have the temperament to remain calm and cool under pressure."

The authority says that the only way of discharging an unsatisfactory officer after a two-year probationary period, other than on medical grounds, is by the "protracted and expensive" means of formal disciplinary action.

Its annual report says: "It would be in the interests of all parties to consider some method terminating an unsuitable officer's service with, of course, the appropriate safeguards which are afforded to all citizens."

Sir Cecil also complains about relationships with the Metropolitan Police. "We are bound to say we have more problems in dealing with the Metropolitan Police than with

other forces. With them "we are at least able to conduct a dialogue at senior level when it is necessary to do so. This is difficult to achieve with the Metropolitan Police."

"Since complaints against the Metropolitan Police represent almost a quarter of the cases the authority deals with, this is regrettable."

The report calls on the Metropolitan Police to review administrative procedures in that field. It makes it plain that all chief officers - that is assistant chief constables upwards - are not equally co-operative, however. Sir Cecil refers to the good will and good citizenship of the majority "who help us when they could so easily hinder us if they were minded to. A few are so minded."

He said at the press conference that the unhelpfulness usually came in the form of the response to what the authority thought were quite reasonable suggestions about the disciplining of officers.

It could take the form of long delays in answering propositions the authority put about discipline, or in organizing a tribunal to hear charges.

The authority, an independent body, last year dealt with 15,865 complaints by the public against the police, arising from 6,646 incidents.

Criminal proceedings were brought against 48 officers, including 40 for assault, one for corruption, three for traffic irregularities and one for irregularity of evidence. A total of 116 officers under investigation left the service.

The report outlines general proposals already made in the wake of investigations. These included:

● Firearms: more control and supervision over armed police operations, particularly on family homes.

● Police national computer: stricter rules regulating use by officers.

● Search warrants: magistrates are now required by the Home Office to time as well as date warrants.

● Police vehicles: all Metropolitan Police vans are now clearly marked with identifying numbers. Other forces have been urged to do the same.

Annual Report of the Police Complaints Authority 1 January to 31 December 1986. (Stationery Office, £3).

Paintings of note put artist in dock

An artist who draws paper money to pay his way was sent for trial yesterday on counterfeiting charges.

James Boggs, aged 31, will appear at the Central Criminal Court in the first prosecution of its kind to be brought by the Bank of England.

The private prosecution alleges that the American artist broke the law by painting four notes without permission.

Police seized the paintings of a £10, £5, and two £1 notes at an exhibition in Blackfriars, central London.

Mr Robert Harman, QC, for the bank, told Horseferry Road magistrates: "Boggs wrote to the bank asking for permission to continue producing pictures of bank notes. This permission was refused."

An application from Mr Mark Stephens, for Mr Boggs, to have the case dismissed was rejected by magistrates. He had claimed the notes were "original works of art".

Mr Boggs, of Denning Road, Hampstead, north-west London, was committed for trial on unconditional bail. Reporting restrictions were lifted.

After the hearing, Mr Boggs said: "I just cannot believe it. I do not sell my works of art - I spend them." He told how he once paid a £19 London restaurant bill by drawing a £20 note on the table cloth.



Mr Boggs, who is facing trial at the Central Criminal Court, with a sample of his work (Photograph: Mark Pepper).

More men for five big areas

By Our Home Affairs Correspondent

More manpower for five big city police forces hard pressed by crime was announced yesterday by Mr Douglas Hurd, Home Secretary.

The increases are part of the Home Office commitment, announced last May, to reinforce the police outside London by 2,000 officers, plus additional civilian staff, over a four-year period.

The extra manpower goes to:

● South Yorkshire: Fifty police officers, 33 full-time and two part-time civilians.

● West Yorkshire: Fifty police officers and 50 full-time civilians.

● West Midlands: Four hundred and twenty-seven full-time civilians.

● Merseyside: Forty-nine full-

time civilians.

● Northumbria: Five full-time civilians.

Ministers say that allowing more civilians to be appointed frees police officers for operational and street duties.

The big increase in civilian staff approved for West Midlands, for example, should release 382 police officers for operational duties.

Housing divide widens

By Christopher Warman
Property Correspondent

The ever widening north-south divide is highlighted by surveys on housing in Lancashire and Bedfordshire, published by the Nationwide Building Society yesterday.

The Nationwide says they confirm the increasingly wide disparity between house prices in the North-west and the South-east, while the Bedfordshire survey also shows that the boom enjoyed by the Home Counties is creeping further north.

According to the surveys, the average price of a house in Bedfordshire is £22,972 compared with £27,339 in Lancashire, set against a UK average of £40,760.

Mr Bernard Rozier, Nationwide's general manager of housing, commenting on the extension of the price boom north of London, said that prices in Bedfordshire were now a "staggering" 40 per cent higher than those in Lancashire.

The differences in increases is shown by the fact that in the three months from January to March, prices in the North increased by only 1 per cent, while in the outer south-east region, which includes Bedfordshire, prices rose by 4 per cent. "On an annual basis the contrast is even sharper. In the North prices rose by 6 per cent over the year ended March 1987, but the rise in the South-east over the same period was 18 per cent", Mr Rozier said.

New shop jobs for the North

A thousand new jobs are to be created in the north of England through the development of a chain of superstores, it was announced yesterday.

Six stores are to be built, at a cost of more than £20 million, by the Dundee-based retailers William Low. The chain is part of the company's plan to expand out of its Scottish base and to challenge larger stores.

Mr James Millar, Low's managing director, said that the stores would help revitalize the economy in unemployment blackspots and bring a wider range of goods to shoppers. He said: "Economic regeneration is not simply about building manufacturing plants. The service industry has a key part to play by creating spin-off employment in the administration and maintenance of stores."

One third of the new jobs will be in full-time management and supervisory posts; the remainder will be part-time.

Each of the new stores - at Consett, Driffield, Selby, Seaham and Felling, with another location still to be announced - will cost about £3 million. The company is also spending a further £3.5 million improving its main distribution centre at Gateshead.

It employs 5,000 people in Scotland, where it also plans to spend a further £20 million on nine new stores.

William Low operates 70 shops with about 750,000 customers a week.

Axe find after deaths put teacher 'in panic'

A teacher told a murder trial yesterday that she "panicked" on finding a household axe in her garage that she did not recognize, six days after the killings of a woman and her baby.

Heather Arnold, of Orchard Road, Westbury, Wiltshire, said at Bristol Crown Court that she felt she was under suspicion for the murders of Mrs Jeanne Sutcliffe and her baby, Heidi, on April 30.

She said she had some inexplicable need to get rid of the axe. She "automatically" picked up a bow saw and cut the axe handle into three pieces before scorching it.

She attempted to dispose of the three pieces of axe handle in a rubbish bag put out for collection.

She could not recollect what she did with the axe-head until

"rediscovering it" in her handbag later in the evening when she was at Stone, Staffordshire, about 100 miles away.

Mrs Arnold denies murdering Mrs Sutcliffe, aged 39, and her daughter aged eight months at their home at The Butts, Westbury.

Mrs Arnold was a mathematics teacher at Kingsdown Comprehensive School, Warminster, Wiltshire where Mrs Sutcliffe's husband, Paul, aged 45, also worked.

Explaining why she had panicked, she said: "I had been interviewed at some length no fewer than three times. I had personal clothing taken away. I was very distressed about the whole ghastly business."

The trial continues.

Loneliness is just one problem

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And we are there, ready to give all the help we can, in all parts of the world. To give this help we depend entirely upon voluntary contributions. Please help us to continue the Anglican Church's ministry to seafarers by a legacy, or please send whatever you can to

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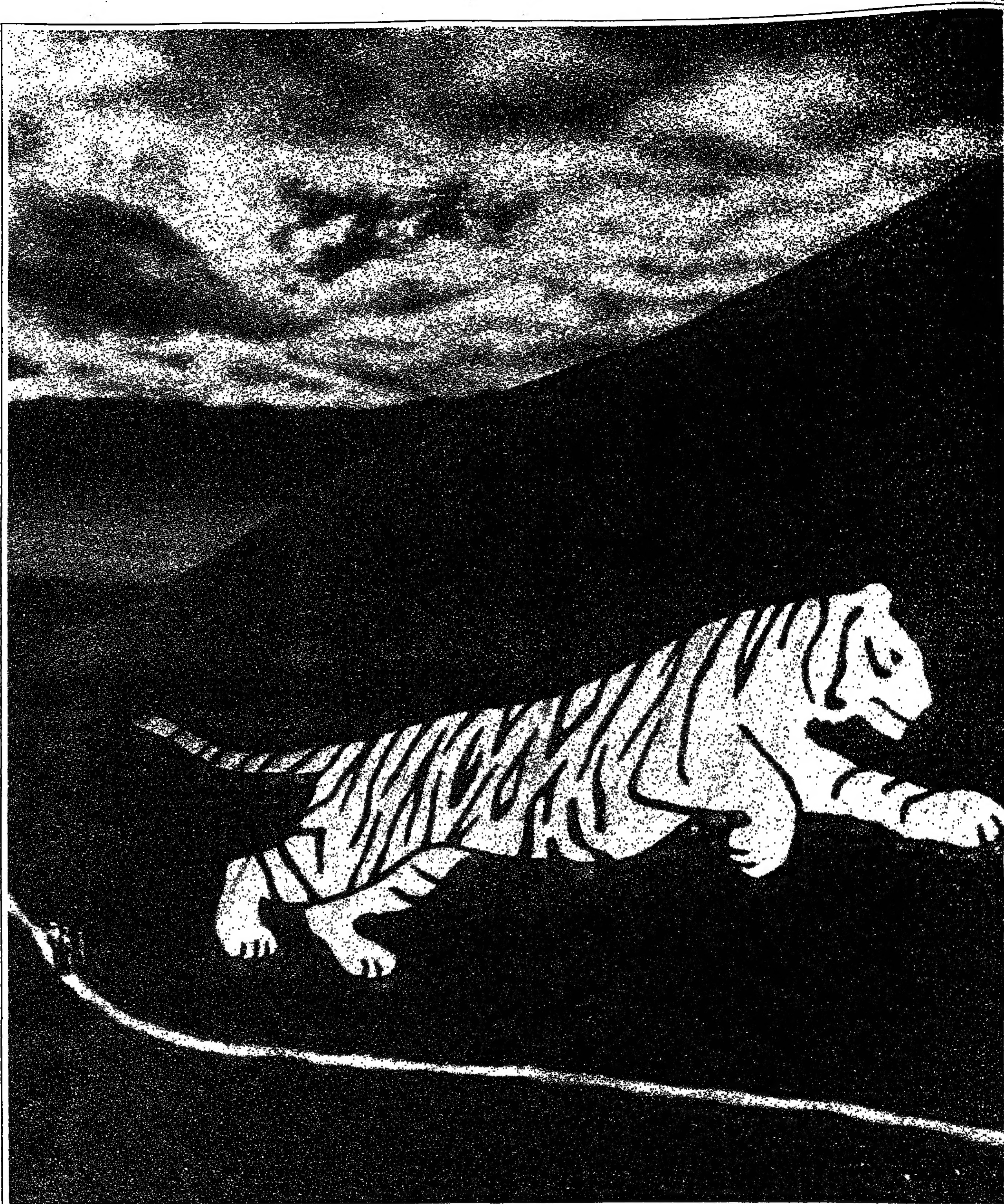
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As the crow flies, that's 130 miles. The route, however, was straight through the Marlborough Downs, the Cotswold Hills, and the Vale of Evesham.

There was natural concern. It wouldn't have worried the Saxons, though. Or the Romans. They'd have carved through our national heritage, and heaped earthworks to last a thousand years.

Esso, on the other hand, did neither.

Every inch of the pipeline was buried, without a trace we'd been there. Topsoil, walls and hedges were all put back.

First, however, with the Trust for Wessex Archaeology we dug historically – helping to discover some marvellous finds.

Perhaps the most remarkable was a completely unknown Iron Age hilltop settlement near Cirencester.

The most bizarre, certainly, was the skeleton of a woman from Roman times, buried with her boots still on.

Many finds are now displayed in the museums of five counties, and documented in *The Past in the Pipeline*. We're also happy to record that for this Esso received the Illustrated London News archaeology award from the British Archaeological Awards.

The Esso Midline Pipeline cost £40 million and, during construction, created over 1,000 jobs. Today it carries oil and petroleum products across country – safely, cleanly, economically and invisibly.

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WORLD SUMMARY

Submarines exercise Nato

Washington — American and Nato forces are monitoring what appears to be the largest deployment of Soviet nuclear attack submarines in the Western Atlantic in nearly two years, Pentagon officials said (Molins Ali writes).

The Soviet undersea exercises are believed to include several classes of hunter-killer vessels, including the nuclear-powered Victor class, according to one official. He declined to say how many submarines were involved in the exercises, which did not seem routine, or where exactly they were taking place.

Surveillance of the vessels was continuing, and there did not seem to be any increased threat to US interests.

Dissident in coma

Strasbourg — A Jewish refusenik, Mr Lev Albert, lost consciousness in the Soviet Union on Tuesday after 30 days of hunger strike, according to human rights campaigner, Mr Natan Shtrusman (Our Correspondent writes).

Mr Albert and his family have been trying for 12 years to leave the Soviet Union for Israel but have been consistently refused permission. The hunger-striker was also a former "Prisoner of Zion", imprisoned for his Jewish activities.

Bishop's appeal

Buenos Aires — A prominent bishop has asked the Pope to forgive the Argentine Catholic Church because "we have not always identified ourselves with the poor, the needy, and the persecuted" (Eduardo Cue writes).

Bishop Miguel Esteban Hesayne, a leading critic of the former military dictatorship and its so-called "Dirty War" against subversion, made his comments on Tuesday during a brief Papal stop in the city of Vienna on the second day of the Pope's seven-day visit to Argentina.

Algeria accused

Paris — Maître Ali Mecili, aged 47, a lawyer of Algerian origin who was well-known for his defence of human rights causes, was shot dead by an unknown assassin at his home in the Boulevard St Germain (Diana Godes writes).

He was a close friend of Mr Hocine Alt Ahmed, one of the leaders of opposition to the Government of Algeria. Mr Alt Ahmed, who lives in exile in Switzerland, yesterday accused the Algerian secret service of carrying out the assassination on Tuesday night.

Rebuff for Belgium

The Foreign Office yesterday set out to block efforts by Belgium to open talks with Syria on behalf of the 12 EEC nations (Andrew McEwen writes).

Strong irritation over remarks by Mr Leo Tindemans, the Belgian Foreign Minister, whose country backs the EEC presidency and who said he had permission from the 12 to discuss an international Middle East peace conference with Syria, was made plain through diplomatic contacts.

The Foreign Office ensured that no doubt was left by issuing a public statement: "Britain continues to believe that high-level contacts with Syria would be inappropriate. They would send the wrong signal to Syria, which has not changed its attitude to terrorism."

'Baby M' appeal

Trenton (Reuters) — New Jersey's Supreme Court yesterday agreed to hear an appeal from Mrs Mary Whitehead to overturn a \$10,000 (\$6,200) surrogate motherhood contract and reinstate her parental rights to Baby M. The court also agreed to consider this week whether Mrs Whitehead should be granted visiting rights during the appeal process. The ethical and legal issues of the case have attracted world-wide attention.

Cricket deaths

Delhi (AFP) — Two people died in western India in stabbing incidents sparked off by Pakistan's defeat by England at Sharjah in the United Arab Emirates, the Press Trust of India (PTI) reported. Five others were injured as police dispersed crowds who fought pitched street battles in the city of Baroda. Indian Muslims often celebrate a sports victory by Pakistan by exchanging sweets and setting off fire crackers.

Schoolgirl's victory

Sydney — An Australian schoolgirl has won the right to be taught the same curriculum as her twin brother after a three-year battle with the New South Wales education authorities (Stephen Taylor writes). In April 1984, Miss Melinda Leves, then aged 13, demanded the right to study technical drawing and the Appeal Court yesterday upheld her request.

Children's Society Week. April 5th-11th.



During Children's Society Week our supporters not only raise money, but show the entire country just how The Children's Society helps those in need.

Every year over 10,000 children and families benefit from our work. For every child we help, however, there are many we can't.

So please see if you can spare a little time or a little money to help us during Children's Society Week.

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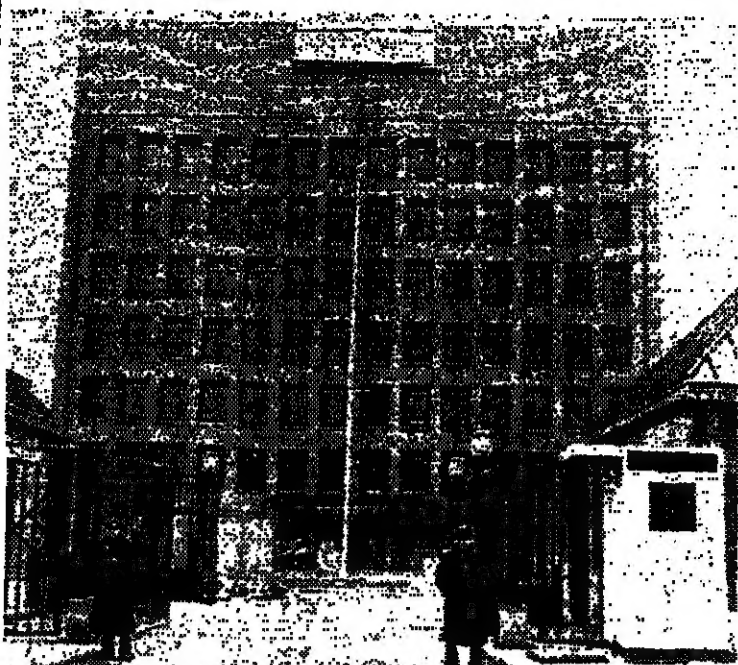
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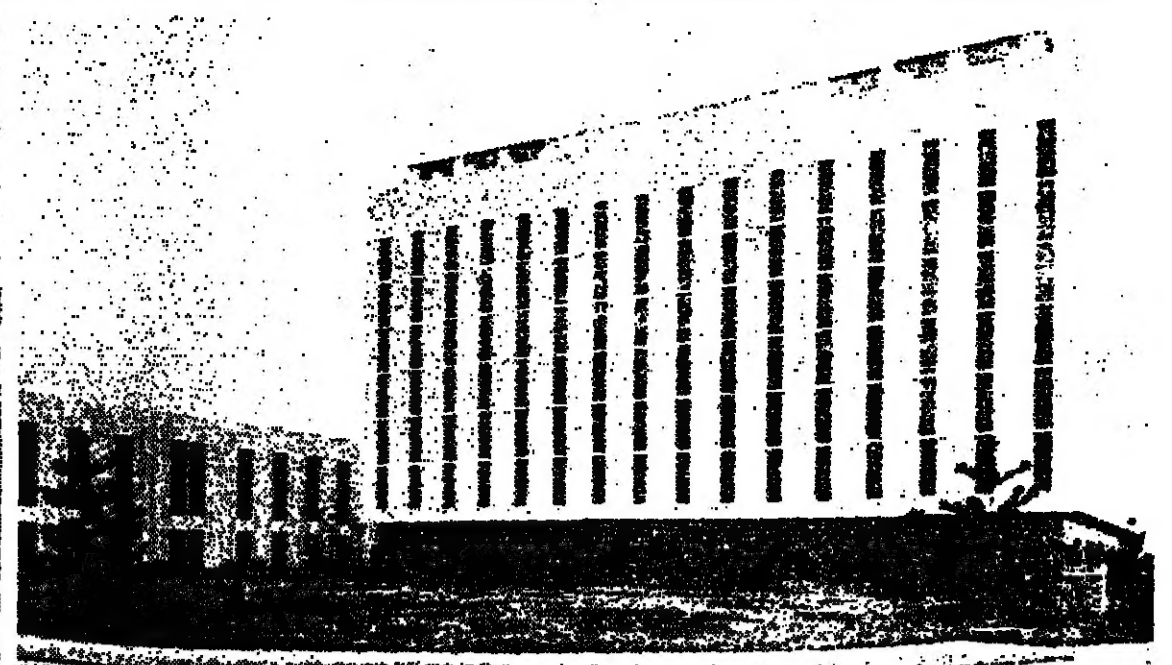
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The Children's Society. Needed now more than ever.

Tangled tale of two embassies stretches back to Stalin



The new US Embassy in Moscow, left, and the new Russian compound in Washington. Each will remain empty until the Americans know their chancery is "bug"-free.



From Christopher Thomas Washington
The new American Embassy in Moscow is a story of disasters. Even the roof leaks. It is five years behind schedule and \$100 million over cost. Russian workmen were locked out of the site in 1985, when work stopped, leaving the unfinished chancery building at the mercy of the Moscow climate. Soon it may be demolished because it is so riddled with eavesdropping devices.

The folly of allowing Russian workmen to build the embassy is at the heart of the crisis. The workmanship itself was bad, but much more serious was the complete freedom the Soviet Union enjoyed to spread electronic listening devices like confetti. Bugs have been found inside concrete, beneath floors, in walls, above ceilings, even inside metal frames.

The Soviet Union's new embassy atop Mount Alto, three miles from the White House and at the highest point in Washington — and thus ideal for intercepting messages —

US and Soviet chanceries prevented from opening

was built by American workmen, but with a difference.

After a single bug was found in a toilet partition, a team of 10 to 12 Russian security inspectors examined every piece of material, disassembled windows and window frames, X-rayed every inch of steel and all the exterior walls, and insisted that all building materials be fabricated on site.

The Americans were not so careful in Moscow. Much of the material was assembled off-site and given only the most cursory inspection when it was delivered, demonstrating an astonishing complacency about security and, perhaps, an arrogant under-estimation of Russian bugging technology.

Arguments about who should have built the embassy date back to 1934, when the first US Ambassador to the Soviet Union raised the issue of a new embassy with Stalin. Talks broke down in 1939. They resumed in the mid-1960s, when they were linked to construction of a new Soviet Embassy in Washington.

Agreement was reached in 1969, when Moscow settled for the Mount Alto site. The rooftop of the nearly-finished building bristles with aerials.

Like the American compound in Moscow, the Russian compound contains offices and apartments that

are already occupied. The main chancery building is empty and will remain so until the US finally occupies a new chancery in Moscow, an arrangement agreed from the outset and reiterated this week by President Reagan.

The issue of whether American or Russian contractors would build the US complex was settled by two agreements reached in 1972 and 1977. President Nixon, fired by the spirit of détente, personally intervened and ordered American negotiators to reach a swift accord. It was signed a month later, on December 4, 1972. It took five more years to reach a final protocol on construction terms, which was signed in

Moscow in March, 1977. The site will not become sovereign US territory until the chancery is in operation. But the US was within its rights under the terms of construction to lock out Russian workers when bugs were discovered in building materials.

Security arrangements at the present American Embassy display a total faith in the integrity of the Marines, who traditionally guard all US embassies worldwide. The television monitors that watch sensitive areas, for example, are fed back solely to a Marine command post, suggesting that nobody believed a Marine could ever become a spy or succumb to temptation.

The embassy in Moscow has lacked high-tech security devices, such as mechanisms to record the opening and closing of doors to sensitive areas, complete with times and durations. Late at night, few Marines are normally on duty.

Only in recent years has the US become seriously security-conscious.

Blow for Craxi puts Italy on election course

From Roger Boyes, Rome

Overcome by political vertigo, the Government of Signor Bettino Craxi slipped from its precarious perch last night, plunging Italy into yet more weeks of crisis and the near certainty of early elections.

Signor Craxi told Parliament that the Christian Democratic Party was withdrawing 16 of its ministers from his caretaker Government, thus effectively pulling the rug from under his feet. Although Signor Craxi did not immediately resign — he presented the situation for all night discussion by Parliament — political analysts said that he would almost certainly have to step down today.

Signor Craxi first resigned more than a month ago, on March 3, after feuding between his small Socialist Party (commanding 11 per cent of the vote) and the Christian Democrats (the leading force in Italian politics with 34 per cent of support).

President Cossiga engaged two leading politicians, the Christian Democrat, Signor Giulio Andreotti, and the Communist, Signora Nilde Iotti, to patch together a new coalition. But both failed and so, in desperation, he refused Signor Craxi's resignation and sent him back to Parliament to face a confidence vote.

The Christian Democrats yesterday made the second resignation inevitable by withdrawing their ministers. The level of trust between the

erstwhile allies, the Christian Democrats and the Socialists, is at an all-time low.

Although there is a slim possibility that Signor Craxi will try to cobble together a centre-left alliance with the Communists that would guide the country through referendums on nuclear power and judicial reform, the strong likelihood is of an early election.

Depending on when President Cossiga decides to dissolve Parliament, polling would most probably take place in June. That would prove to be an embarrassment for President Reagan, due to visit Italy on June 6. Should he shake hands with the Communists and will he openly state his preference for a Christian Democrat government?



Signor Craxi expected to step down today.

Chirac wins vital confidence vote

From Diana Geddes, Paris

One year after coming to power and just a year before the presidential elections, M. Jacques Chirac, the French Prime Minister, won his requested vote of confidence in his Government's policies early yesterday morning by 294 votes to 282.

M. Raymond Barre, M. Chirac's principal right-wing rival in the presidential stakes and a constant backbench critic of the Government, joined his colleagues in the centre-right UDF party and the deputies of M. Chirac's own Gaullist RPR party to give the Government the semblance of unity it was seeking.

The Communists, Socialists and 34 deputies of the extreme-right National Front voted against the Government, as they did on the last vote of confidence exactly a year ago. The National Front is particularly angry about the Government's apparent climbdown on the intended harder line on immigrants wishing to obtain French nationality.

In an hour-long speech to deputies on Tuesday, in which he staunchly defended the Government's policies and announced its plans for the coming year, M. Chirac said that there was no question of denying the Government's allies the right to criticize or to

put forward alternative proposals, but they must not call into question the essential lines of the Government's programme.

Over the past few months, there has been increasing dissension from within the UDF ranks over the Government's economic policies, its proposed referendum on the future of New Caledonia, its defence policies and the reform of the nationality law.

Divisions have also appeared over the choice of presidential candidates. Although it has long been accepted that there would be two right-wing candidates — M. Chirac and M. Barre — there is now a growing movement in the Parti Républicain, the main constituent of the UDF, to promote the candidacy of their own leader, M. François Léotard, the Minister of Culture. M. Léotard is said to have the backing of former President Giscard d'Estaing.

Nevertheless, the two main parties in the Government coalition overcame their differences on Tuesday to elect M. Giscard d'Estaing to the presidency of the foreign affairs committee of the National Assembly. Last year, M. Roland Dumas, the former Socialist Foreign Minister, obtained the much-coveted post by default.

America's 'holy war'

Television evangelist accused of orgy

From Charles Bremner, Chicago

Elders of the Assemblies of God Church have begun investigating charges of adultery and coercion involving the fallen television evangelist, the Rev Jim Bakker, as reports emerged that what he claimed was a brief tryst had been, in fact, an orgy.

Mr Bakker, one of a dozen "electronic pastors" who raise millions of dollars a year and lead lifestyles to match, was forced out of his Praise the Lord (PTL) ministry which he ran with his wife, Tammy, after admitting a "15 minute" sexual encounter with a young church secretary in 1980.

The affair turned into holy war when Mr Bakker said it was orchestrated by the Rev Jimmy Swaggart, a mil-

lionaire preacher of the same church.

On Monday, the press reported an affidavit by Miss Jessica Hahn, the 27-year-old New Yorker depicted by Mr Bakker as a wily seductress. In it she claimed she was forced to engage in various acts with Mr Bakker and another evangelist at the same time.

"He couldn't get enough. He had to find new things to do," she said in the affidavit.

Miss Hahn, still a church secretary, has been appearing in an array of skintight or low-cut outfits in the New York tabloids almost daily since the affair broke.

Among the allegations against Mr Bakker are that he

paid over \$200,000 (£125,000) of church money to buy her silence. Other details have emerged as the media have continued to dig through the antecedents of the couple.

Mrs Bakker, who stated recently that her husband had hardly ever seen her without her false eyelashes, was having an affair with the Country singer Gary Paxton at the time of the 1980 incident, according to their friends at the time.

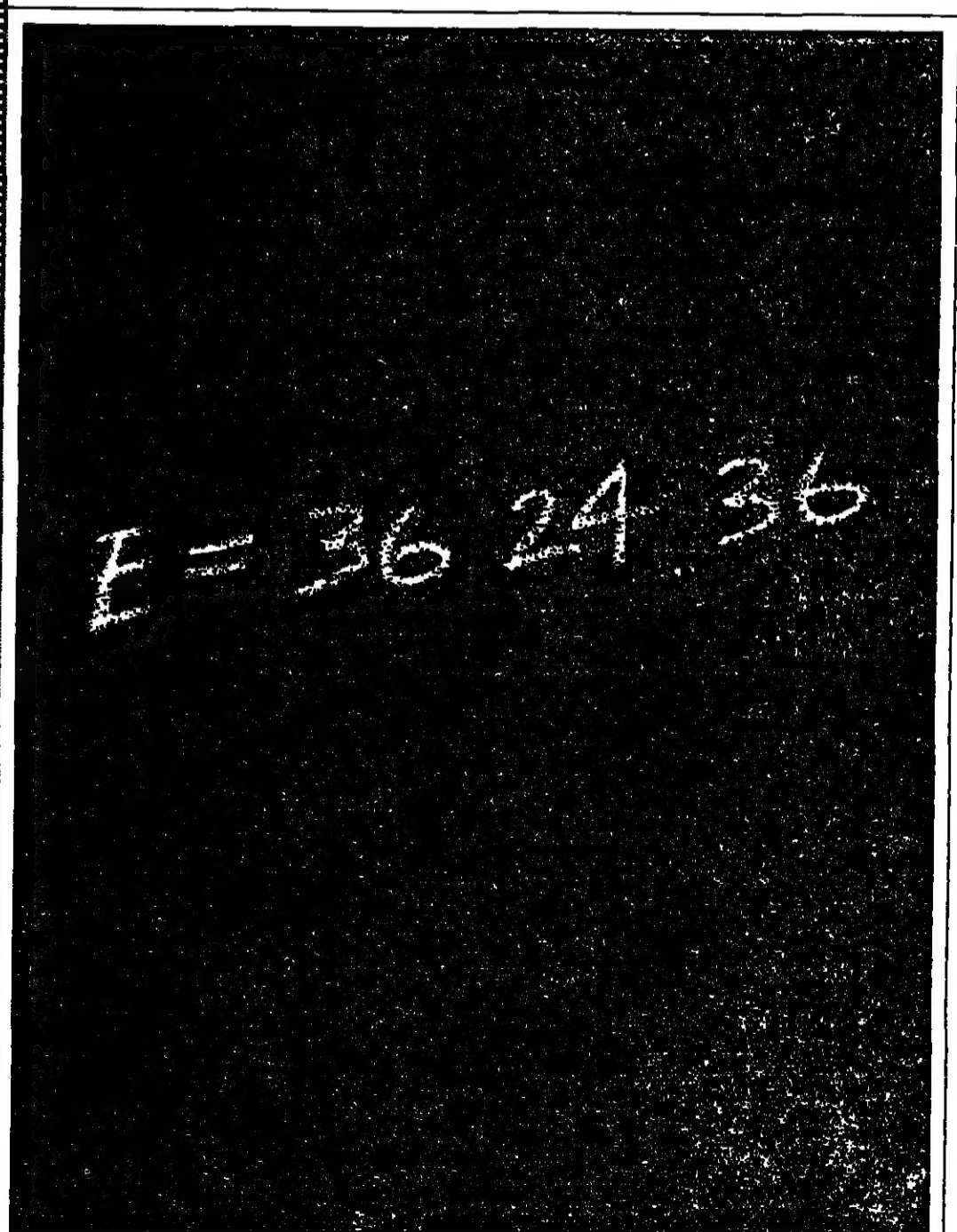
Earlier this week, newspapers obtained fairly recent pictures of Mrs Bakker, who is herself a singer, striking provocative poses dressed in a satin corset and garter belt.

On Tuesday elders of the Pentecostal Church, of which

Mr Bakker is still a minister, took their investigations to the PTL headquarters — also a lavish resort and theme park — from which he is now exiled. They are to decide whether to expel him from the Church.

Religious experts say that the turmoil in the television ministries has probably hardened the public image of the television evangelists as scoundrels who provide comic relief.

One evangelist, Mr Jerry Falwell, has strengthened his reputation from the affair by projecting an image as a professional and a statesman amid all the mud-slinging, as the big-time preachers have drawn up battle lines.



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of the theory of relativity, whilst he displays his legs.

Life, death, sex and the universe are explored, and that's all before her husband gets back.

Opposition party split in South Korea gives President Chun a bonus

From David Watts, Tokyo

South Korea's biggest opposition political party split yesterday when its two largest factions formed a new grouping. The split was the culmination of months of disagreement within the New Korea Democratic Party (NKDP) that came to a head when the factions led by Mr Kim Yung Sam and Mr Kim Dae Jung, the country's two leading opposition politicians, decided to leave the party.

It will reduce the NKDP from being the leading opposition group to President Chun Doo Hwan's Democratic Justice Party (DJP) to being a mere splinter group in the National Assembly.

Mr Kim Yung Sam said at a news conference in Seoul: "We are taking this course because we need a strong, clear-cut opposition party to attain democratization of our

country, which is the ardent desire of a majority of the people."

Mr Kim Dae Jung, who is banned from political activity, could not attend the conference because he was once again under house arrest.

The new party is expected to be launched officially in May with the support of some 73 former NKDP Assembly members, out of a total of 90.

But whether the new grouping will be made of sterner stuff remains open to question. Both Kims are eager to succeed President Chun, and it is questionable how long they will be able to pull together.

The split, which had become inevitable, is a gift to the Government of President Chun as it campaigns against the direct system of presiden-

tial elections that the two Kims are proposing. Both the Kims and their policy appear to have lost credibility and — probably — support over the last few months of intra-party warfare.

The most immediate catalyst for the break was a challenge to the leadership of the two Kims and the party president, Mr Lee Min Woo, by two senior NKDP members who had started to advocate the DJP approach to presidential elections.

The two politicians, Mr Lee Taek Hee and Mr Lee Chul Seung, who staged a sit-in with 300 supporters at the party headquarters over the weekend, called on the two Kims to stop "meddling" in party affairs and retire from politics.

The three leaders of the new party have themselves been at odds over the last few months. The two Kims first opposed the President, and then they fell out themselves.

Inevitably, there have been charges that the dissension has been manipulated by the Government. Mr Kim Yung Sam said: "This is nothing other than a Government intelligence scheme to block the emergence of a strong opposition."

But in reality the party probably needed no help from the Government. Its internal dynamics have pointed to trouble all along.



The two Kims who will be leading Seoul's new opposition party: Mr Kim Dae Jung (left) and Mr Kim Yung Sam.



President Herzog of Israel (centre) visiting Europe's oldest Jewish cemetery in Worms accompanied by civic leaders.

Herzog sees Jewish ghosts of Worms

From John England, Worms

President Herzog of Israel flew to the ancient city of Worms in south-western Germany yesterday to visit the oldest synagogue in the country and the oldest Jewish cemetery in Europe.

But there were no local Jewish community leaders to greet him. There is no such community in a city which, as well as being the birthplace of Martin Luther's Reformation, was once a centre of Jewish culture in Germany where Jews had lived for a thousand years.

Hitler's Third Reich wiped out that tradition. The eleventh-century syna-

gogue went up in flames on the Nazis' infamous Kristallnacht in November, 1938, and in 1942 the remaining 456 Jews of Worms who had not been able to flee Germany were shipped to death camps.

The synagogue was rebuilt in 1961, but the 600 or so Jews who had fled abroad in the 1930s never came back. Only three Jewish families now live in Worms and they are unable to provide the minimum of 10 adult men required to hold a service.

The synagogue is a church without a congregation where fast-day worship is carried out by Jewish men from Mainz or, occasionally, by a United States Army rabbi from a military base near by.

"It's sad," President Herzog said after visiting the synagogue in the Old Jewish

Quarter of the city. "It's not the first time I have seen a synagogue in Europe without worshippers, but it always hurts."

He flew to Worms from Bonn accompanied by President von Weizsäcker of West Germany, and their wives on the third day of his five-day visit.

Jewish community leaders from Mainz, who administer the synagogue, welcomed him — some of them in tears — in place of the Jews of Worms who died in Auschwitz and Belsen.

Police marksmen kept watch from the balconies of nearby houses when President Herzog visited the Holy Sands Judenfriedhof, the oldest preserved Jewish cemetery in Europe whose first recorded grave is dated 1076.

Philippines commutes 528 death sentences

Manila (AP) — The Philippines Cabinet yesterday said that it had decided to commute the death sentences of all 528 prisoners on Death Row to life imprisonment.

The Executive Secretary, Mr Joker Arroyo, told reporters that 378 of the condemned prisoners had been sentenced by military tribunals during the 20-year rule of the deposed President Marcos.

Mr Arroyo, a prominent human rights lawyer when Mr Marcos was President, said that three of the condemned prisoners were women.

He said that President Aquino, acting on behalf of the Cabinet, "declared today that she has commuted the death sentences to life imprisonment."

Mrs Aquino's husband, Benigno, was sentenced to death by a martial law tribunal in 1977.

He was allowed to leave the country in 1980 for medical treatment in the United States, where he remained for three years. He was fatally shot at Manila International Airport when he returned on August 21, 1983.

Although Philippines' law previously allowed capital punishment, executions have been rare. The last execution took place in 1976.

Meanwhile, a 17-year-old youth said yesterday that he had shot and killed a French tourist while high on marijuana, as the military searched a remote island in the southern Philippines for some trace of the man.

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The Afghan war

Kabul prepares for fierce spring battle

From Michael Hamlyn, Delhi

The coming of spring to the snow-covered hills and the valleys thinly washed with green in war-torn Afghanistan has been marked by intense preparations for what is predicted to be the fiercest fighting of the war.

Large troop movements by the occupying force of Russian soldiers have been noted by diplomats in Kabul and around the southern city of Kandahar. Convoys of up to 150 vehicles carrying troops and munitions, have been watched, leaving town, and Mi 8 and Mi 24 helicopters in attack formation have twice been seen heading for the Mujahidin infiltration routes.

Western diplomats reporting in Delhi yesterday quoted other diplomatic and Afghan sources as saying that Kabul officials are expecting very heavy Mujahidin attacks in the capital itself, to which they promise "ruthless retaliation". They also claim that the authorities in Pul-e-Charkhi prison on the outskirts of the city are stepping up the use of torture in interrogation sessions to increase their knowledge of the Mujahidin plans.

Signs of Mujahidin returning to the Paghman hills to the west of the capital, from where they launched their campaign of bombing and rocketing against the city last year, have already been noted by the diplomats, as artillery batteries aiming to interdict guerrilla movement have been observed striking the hills to the west of Kariz-e-mir. An Afghan source reported heavy fighting in this area and around the valley of Shakardara on April 3 and 4, and machine-gun fire was said to have been audible from the direction of Salang pass.

Similar reports have come from the south of the capital where an Afghan source is quoted as saying heavy fighting aimed at breaking the infiltration routes has broken out in the Logar valley area. One diplomat described an ambush set by Russian infantry in Laghman province aimed at trapping a Mujahidin caravan on its way to Wardak. The ambushers were themselves ambushed, and 18 Russians were said to have been killed. An Afghan general was said to have been killed when

an aircraft was downed in Pakia province on March 24.

Around Kandahar, a diplomat suggested that as many as 15,000 Soviet troops were locking into place a cordon which would strangle the Mujahidin within the city, cutting off their lines of supply from outside. A few days earlier a large air attack was made on the Kandahar suburb of Malajoi.

In the little town of Pir, not far from Kandahar, however, retribution for supporting the Mujahidin was even more draconian. The inhabitants were ordered out on March 29 and every house in the place was bulldozed flat.

The Mujahidin have not been wholly idle during the

A massive avalanche killed 70 Russian soldiers in northern Afghanistan last week when it destroyed their base. Western diplomats here said yesterday (AFP reports from Islamabad). It hit the post near Khenjan on the Salang highway which links the Soviet Union with Afghanistan. Tons of snow blocked the road and artillery had to be used to blast a way through. It was the second-biggest known tragedy involving Russian troops since they moved into Afghanistan in December 1979.

cold weather. In the lower lands bordering the Oxus river last month a guerrilla group under the charismatic Ahmed Shah Massoud, led by a commander named as "Ghulam", actually invaded the Soviet Union to attack a match factory and neighbouring school buildings in Pyandzh in Tajikistan.

A similar attack was made, though details are sketchy, by guerrillas across the river into Soviet Turkmenistan.

MOSCOW: Dr Najib, the Afghan leader, has invited anti-government rebels to take part in drafting a new constitution as part of the country's process of reconciliation, Tass said (AFP reports).

In a speech reported by Bakhtar, the Afghan news agency, Dr Najib said the constitution must consult the population, even those who sided with the enemies of the Government.

Lange admits to secret US accord on base

From Richard Long, Wellington

Mr David Lange, the New Zealand Prime Minister, revealed in Parliament yesterday that his Government had made a secret agreement with Washington to safeguard the future of the American Operation Deep Freeze base in Christchurch.

The support base for the US Antarctic programme brings Christchurch about \$20 million a year.

The Opposition leader, Mr Jim Bolger, said the accord involved an assurance to Washington that US Starliner transports could continue to operate through Christchurch on a "neither confirm nor deny" basis, even after the passage of New Zealand's anti-nuclear legislation and its ban on US Navy ships.

US military aircraft could pass through New Zealand without questions about their cargoes and armed status.

Mr Bolger forced Mr Lange to reveal the secret agreement by threatening to release in Parliament the contents of a secret telex to the Government from the New Zealand Embassy in Washington. The letter gives details of the American policy on the continued operation of the base.

Mr Bolger described the Government's stance as a "dollar each way" policy. The Government had taken the moral high ground over ship visits but had dropped this over aircraft visits because of the political consequences of losing the Deep Freeze base, he said.

The Karen rebels

Burmese kept at bay as jungle guerrillas soften their demands

From Neil Kelly, Manerplaw, Burma

In the cool shadows of the presidential verandah the leaders of the Karens, once said to be Britain's most loyal colonial subjects, have been meeting to review the situation in the 39th year of their "revolution" against the Burmese Government.

Outside, the headquarters parade ground shimmered in the midday sun under the red, white and blue flag of Kawthoolei, as the Karens call their part of Burma.

General Bo Mya, the self-styled President of Kawthoolei, flanked by his top officials, said that the military struggle was going well but there were severe financial problems. Even so, he declared: "We will never use the drugs trade as a source of revenue. Not even as a last resort."

Other rebels finance their wars against Rangoon by producing and selling opium and heroin. General Bo Mya, who converted to Christianity 25 years ago, said that his policy is based on the conviction that narcotics are against God and humanity.

Many of the leaders are Christian but the majority of the seven million Karens are animists and Buddhists.

The 60-year-old President is a heavy, brooding man and is said to be admired for his devoutness, sincerity and political acumen. Like many of his senior colleagues he served with the British Army before Burma's independence. Some still wear British service ribbons and like to recall Field Marshal Lord Slim's words: "The Karens are no fair-weather friends."

Lord Slim, a Second World War commander in Burma, found them staunch allies against the Japanese.

Just inside eastern Burma, Manerplaw stands like a wedge between the Salween and Moei rivers. The journey from Mae Sot, the key Thai border town, takes five hours by track along roller-coaster tracks and shallow rocky streams where elephants shriek at intruders. Then by boat along the jade-green Moei river, winding through jungle which slopes down to sandy inlets.

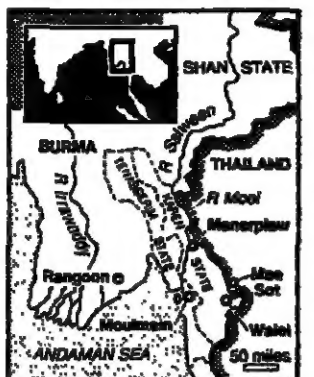
Buffaloes and cattle are

brought down to drink by boys who swim from bamboo rafts. The river, bubbling through rapids, has Burma to its left and Thailand to its right, both sides lush with fruit and vegetables.

Manerplaw, protected by mountains, dense jungle and good defensive positions, defies Burmese attacks year after year. They failed again in February after a three-week campaign in which the Karens say the Burmese lost 70 men and large quantities of weapons and stores. They put their own losses at six men.

These figures cannot be confirmed but Western military observers say there is evidence to support some Karen claims. They also say the Burmese Army was alarmed at its own losses and expenditure of ammunition.

Most of the 600 miles of the Karens' frontlines, stretching from the Shan state south to



Tenasserim, presses against the Thai border where the Burmese Army has most Karen strongholds under siege.

This development hurts the Karens most. It has slashed their revenue from taxes imposed on goods smuggled through their territory and from their own trade, particularly in timber, cattle and jade, with Thailand.

The shortage of money means fewer weapons and an army reduced from 100,000 to 20,000 men. General Bo Mya says the smaller force is better trained and disciplined. Their modern light weapons are generally Chinese and in mint condition, siphoned off, it is said, from supplies going to the anti-Vietnamese resistance on the Thai-Cambodian border.

"With God's help," says the General, "we will continue to

control this area around Manerplaw." When the Karens decided in 1949 to fight for their own nation they held 6,000 square miles of Burma. Since then, the territory and population under their control has shrunk greatly.

Moreover, Rangoon's rigid surveillance of food supplies and restriction of Karens to enclosed villages have cut off the Karens guerrillas from their own people. They co-operate with other ethnic rebel groups, but refuse contacts with the Burmese Communist Party which Peking supported for many years.

"There is no common ideology to justify an alliance with the communists," says the President, who describes them as "basically" the same as the Burmese Government.

The Karens have had no talks with the Government for 24 years because at that time Rangoon would talk only of unconditional surrender. The Karens do not believe that policy has changed but General Bo Mya says he is ready to negotiate at any time.

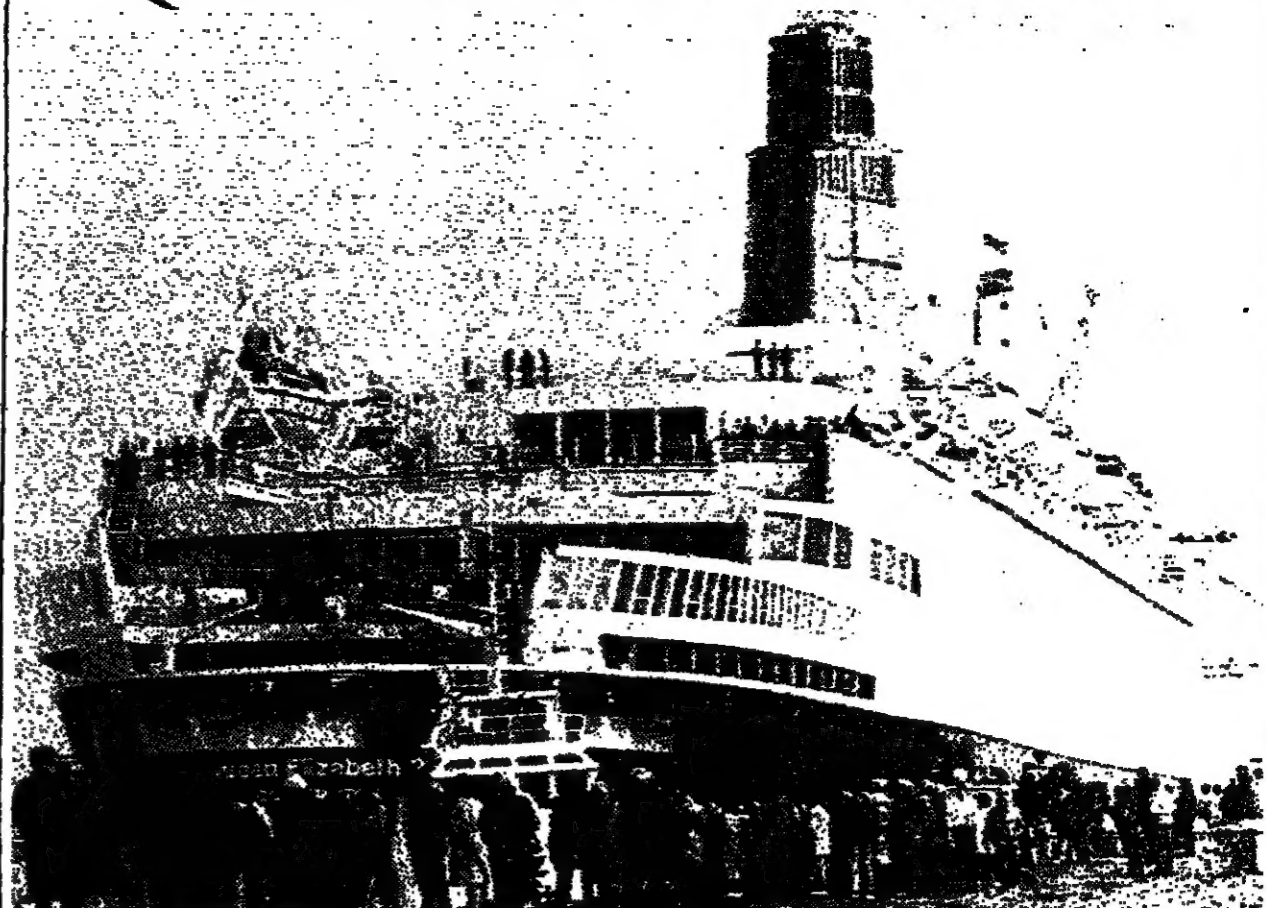
The Karens, whose original aim was their own nation, would now accept much less. "For the sake of peace we are ready to live in a genuine federal union of Burma, where some political power would be in the hands of the non-Burmese," the President says. Particularly, they want to run their own education and legal systems, thus protecting their culture and language.

For the time being, the Karen leader sees only more war and more refugees joining the 20,000 already in Thailand. There are signs everywhere, however, of the dogged will that sustains the Karen struggle.

South of Manerplaw, Walei, the biggest of their trading posts, which was destroyed and overrun by the Burmese Army in early March, is abuzz with activity. Karens who fled into Thailand have returned to rebuild the market, to resume trade with Thai merchants and to reassemble the sawmill machinery that was hidden just before the Burmese attack.

Nearby, the River Moei is alive with work and laughter as youngsters from both sides of the border splash about while their mothers do the washing.

QE2 returns to the sea for trials



The Queen Elizabeth 2 leaving Bremerhaven, West Germany, yesterday for her first test cruise in five months. The 18 year old ship is being given new engines, ballrooms, stages, bars and a squash court in a £110 million refit.

Black Chicago mayor buries the Daley legacy

From Charles Bremner, Chicago

The Mayor of Chicago, Mr Harold Washington, has been re-elected by a comfortable margin over his fellow Democratic Party rival, Mr Edward Vrdolyak, with almost total support from the city's blacks and 15 per cent of the white vote.

Mr Washington becomes the first black mayor since the legendary Mr Richard Daley to win a second term in office as

boss of America's most politics-obsessed city. His re-election on Tuesday confirms the break-up of the once-monolithic white Democratic political machine through which Mr Daley held office for two decades until his death in 1976.

Mr Washington took 54 per cent of the vote, compared with 42 per cent for his fellow Democrat and bitter rival, Mr Edward Vrdolyak, and 4 per cent for the Republican, Mr Donald Haider.

Surveys showed that Mr Washington received 99 per cent of the votes of the black community, which accounts for about 46 per cent of the population, as well as 15 per cent of the white votes. Mr Washington's majority was larger than in the 1983 election and the figures confirm predictions that many white Chicagoans approved the efforts of the city's first black mayor to reform the corrupt ways of the old Democratic machine.

Syrians enter second camp

Beirut (Reuters) - Weary Palestinian guerrillas embraced Syrian officers who entered Bourj el-Barajneh refugee camp yesterday to prepare for a troop deployment to end Beirut's long-running camps war.

The Syrians earlier supervised the evacuation of 23 wounded Palestinians from Chatila camp, where Syrian troops were deployed on Tuesday.

Most of Bourj el-Barajneh's 12,000 refugees looked pale and haggard as they emerged from darkened shelters and shell-pocked houses.

The Beirut camps had been besieged since October 29 last year by the Syrian-backed Shia Muslim Amal militia.

In Chatila, witnesses said bulldozers shoved aside a huge pile of rubble to let a convoy of nine Red Cross ambulances and three cars drive into the ruined camp.

The evacuation, the first from Chatila, came one day after 70 Syrian troops were deployed there to end the Amal siege.

Mr Chris Giannou, a Greek-Canadian surgeon at Chatila, said that 110 people had been killed and 600 wounded during the blockade, out of a population of 3,200.

In Sidon, police said battles between Amal and Palestinian guerrillas subsided into sporadic sniping. They had no word on casualties in the fighting.

Iran claims

4,000 Iraqis hit

Bahrain (Reuters) - Iran said yesterday that its troops had killed or wounded more than 4,000 Iraqis during two days of heavy fighting near Iraq's important southern port of Basra. Baghdad said its forces had repulsed all Iranian attacks.

Madrid march

Madrid (Reuters) - About 20,000 white-coated medical students marched through the city centre as strikes and protests against the Socialist Government intensified.

Base vandals

Gilze Rijen (AP) - A Hawk anti-aircraft missile system was vandalized in an apparent anti-military protest at a Dutch Air Force base here.

Editors held

Lagos (Reuters) - Three editors of the Nigerian magazine *Newsweek*, which was banned after publishing a secret report on the country's future political system, are being interrogated by police.

Antiques claim

Peking (AFP) - Chinese police arrested 67 people accused of smuggling thousands of antiques out of the country, the *People's Daily* said.

Papers warned

Nairobi - Foreign-owned newspapers published in Kenya have been warned by President Moi not to give undue publicity to the clandestine Mwakenya movement, and Kanu Party organs have been ordered not to mention its name in future.

Spy amnesty

Paris - President Mitterrand has granted an amnesty to Mr Shi Pei Pu, a Peking opera star jailed for six years here last year for spying for China.

Hawke snub

Sydney (Reuters) - Vanuatu rejected a warning by the Australian Prime Minister, Mr Bob Hawke, to South Pacific nations against dealing with Libya, which he said was trying to promote terrorism, conflict and unrest in the region.

Hong Kong's new Governor will face a sea of problems

From David Bonavia, Hong Kong

Sir David Wilson may be the last Governor of Hong Kong to wear the white uniform and plumed solar topee when he arrives here today to take up his appointment.

Communist Chinese officials will be among the dignitaries waiting to greet Sir David as he steps ashore at Queen's Pier on Hong Kong Island from a launch bringing him from the airport on the other side of the harbour.

The new Governor may be the last European to hold the post. Hong Kong is due to revert to Chinese sovereignty in 1997 and in advance of that date a Governor of local birth and Chinese race may be appointed. Many people here are concerned that as a Foreign Office man, Sir David may have problems in allocating his loyalties between London and Hong Kong.

The appointment has been criticized on grounds of Sir David's relative youth - he is 52 - and lack of administrative experience. But he is a respected scholar of modern Chinese history and a skilled negotiator, as he has shown in his role as head of the British team at the sessions of the joint liaison group which has been holding talks with Chinese officials for more than two years.

There is little doubt here that Sir David, with his ex-

cellent command of Mandarin, will hit it off with the local representatives of the Chinese Government. He has both studied here and served a spell as political adviser to the Hong Kong Government, and has worked in the British mission in Peking.

The trickiest problems he will face are concerned with the internal political developments here - especially the formation of new electoral



Sir David Wilson: excellent command of Mandarin. institutions to introduce a working form of democracy by the time China absorbs Hong Kong as a "special administrative region". It has already been agreed that the territory's six million or so population will enjoy a capitalist system and British

style laws for 50 years after 1997.

Hong Kong's chief value to China is financial, and that is the best guarantee of its future. Any ill-judged haste on the part of the Chinese Government in exercising its authority may result in a flight of capital and partial collapse of the normally thriving economy.

Other problems Sir David will have to face include Vietnamese refugees, an overheated financial and property sector, social and educational reform, and the fight against crime, vice, drugs and corruption. He will have to display great tact in his relations with senior government servants here, and his wife will have a busy programme of social events and charity work.

The press will be keeping a wary eye on any moves by the Hong Kong Government to reduce present freedoms. There is a strong feeling in press circles here that Sir David should cancel recent legislation which could gag the local press through draconian penalties for publishing "false news".

There is no lack of good will for Sir David in his difficult tasks. His mental and physical energy - he is a keen mountain climber and hill walker - will be taxed to the full.

Leading article, page 15

Pasta war looms

Italians choke on EEC spaghetti menu

From Roger Boyes, Rome

Italy's great spaghetti barons are worried. A European pasta war is looming and it looks as if the fight will be to the very last noodle.

Rumours of war began to drift south after the European Court in Luxembourg gave a ruling on German beer. The judges decided that the West German "purity decrees" - specifying exactly the permissible ingredients for beer sold in Germany - was not binding on foreign importers.

Brewers using other ingredients were entitled to sell on the market, under European Community regulations. This was bad news for Italy's pasta masters. They have been using a similar purity decree to keep foreign spaghetti out of Italy for 20 years. Now it seems certain that the pasta purity rules will also crumble in the name of liberalizing the EEC.

Italian pasta is made from durum wheat, a hard, chewy cereal grown mainly in southern Europe that gives spaghetti a pleasant resistance. The authorities insist

that all foreign pasta sold in Italy should be made from this wheat. But the big producers in the north, in France and West Germany, are turning out pasta from an amalgam of hard and soft wheat, radically cutting costs and cooking time.

Italians say the result is repulsive. According to the pasta specialist at the

● The new noodles are stodgy, and tend to end up as a chalky mush ●

Italian Institute for Nutrition, Signor Raimondo Cubadda, no one in their right mind would want to touch the stuff. "The noodles offer little resistance when cooked, the surface tends to become stodgy and there is a tendency to end up as a chalky mush." Perhaps so, but the spaghetti barons of Italy are deeply worried.

First, the Italian market is shrinking. Italy is still by far the world's greatest noodle producer, making 1.85 million tonnes a year. But the number of domestic spaghetti producers has dropped over the

past 10 years from 1,000 to 200. The Italians have successfully turned to export markets - Barilla from Parma has a 15 per cent market share of the European Community.

The new European pasta regime will produce a free-for-all that would threaten the whole pasta-based sector of the Italian economy. About a quarter of Italian tomato production is devoted to producing the sauce of the estimated 20 billion plates of spaghetti consumed annually in Italy. Hundreds of thousands of tonnes of Parmesan cheese are sprinkled onto the portions of daily pasta.

According to the pasta barons, if the French (mainly the BSN-Gervais-Danone Group) and West Germans (the Birkel Group) start to march into Italy, this whole gastro-industrial complex could teeter.

Apocalyptic visions haunt the pasta protectionists in Italy. All eyes are now on Luxembourg. The European Court ruling, now that West German beer has been dealt with, will come soon and the gallant defenders of pasta purity are getting ready to pit noodle against noodle.

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What drives the man who planned the Big Bang and whose moral bell tolls over the square mile?

The City's family doctor

THE TIMES PROFILE

SIR NICHOLAS GOODISON

The gaunt, slightly worried features are familiar enough. They are usually seen attached to the latest City story or some new financial scandal. In the latter case they generally have a fastidiously wounded air — as if the Guinness affair, or whatever, had come as a personal affront. But the faith of Sir Nicholas Goodison never seems to have been shaken. The British financial system is a national triumph and, even after 11 years as chairman of the Stock Exchange, he will never tire of saying so.

From a distance he seems an entirely predictable establishment pillar. Educated at Marlborough and King's, Cambridge, and possessed of a well-rounded interest in the arts, he might appear ill-suited to the hard, international world into which the 19th-century culture of the City has been dragged. Somehow the interest in ornithology and barometers suggests the amiable English amateur.

The picture in close-up is radically different. For a start his two books — *Ornithology: The Work of Matthew Boulton and English Barometers 1680-1860* — are not the efforts of a devoted amateur, they are the standard reference books on both subjects. And to meet him is to come in contact with a man of almost frenetic energy and with a mind of exaggerated precision.

"My wife says I have an infuriatingly tidy mind," he murmurs, sitting in the centre of a two-seater pale orange sofa, his two long arms draped over the sides.

One former colleague spoke with awe of his extraordinary ability to compartmentalize his life, flitting from his family stockbroking firm of Quilter Goodison, to the Stock Exchange Council, then to the Courtauld Institute or the English National Opera without a moment of confusion or uncertainty. He even took five minutes out of my interview to chair and dismiss a committee meeting in an adjoining room. China tea arrived the moment he returned — a famous foible along with preferring beer to wine with his lunch.

In addition his memory is legendary. He can recall who said what to whom and when over periods of years, a talent that can undermine all kinds of opposition.

It is a package that has produced a steady rise in the Goodison share price. Five or six years ago unkind comment said that Goodison kept being re-elected as Stock Exchange chairman because the City could field nobody else. Nobody says that any more. Goodison is there because, after the Bang and after all the scandals, he clearly works.

He was born to a family he characterizes as "suburban Herts" in 1934. His mother proudly claimed to be Nonconformist, though he admits she was fairly straightforward C of E. His father had gone into the stockbroking firm founded by his grandfather. He recalls it as a morally taut upbringing.



Taking a firm line: Sir Nicholas Goodison, chairman of the Stock Exchange, tackles a spot of fishing on the River Kennet at Marlborough College

ing. It left him sceptical and unreligious but with a pragmatic faith in the ethics of Christianity.

Time and time again in his writings on the City, this formal, convinced moral bell tolls. Civilization, he believes, can only be built on trust. For the City this means that self-regulation can work.

At Marlborough, where he toyed with the idea of becoming a teacher, he had a thorough grounding in the history of art. Goodison was only later to realise the impact of this sudden exposure to art. He studied classics at King's and then went into the family firm in 1958. He became a partner in 1962 and was elected to the Stock Exchange Council in 1968.

He says: "People always used to ask what an academic chap like me was doing dealing with money. I always reply it's not dealing with money, it's dealing with people. When you are handling private accounts, you are like a family doctor. There is something terribly satisfying about solving a problem of personal finances."

His public role on the council began because he was elected. He felt, as a third-generation stockbroker, that it was time he put something back into the industry. He instantly apologizes for saying this, admitting that it sounds a little pat — a quality he dislikes hearing in his own voice as much as pomposity.

Meanwhile his artistic interests have been reawakened in his early days at Quilters. One private client had entrusted the mail and Goodison had to deliver documents to his house. There he discovered an

1934: Born May 16, Hertfordshire. Educated Marlborough College and King's College, Cambridge.
1958: Joins Stock Exchange as employee of H.E. Goodison.
1960: Marries Judith Smith. One son, two daughters.
1962: Becomes a partner in the firm.
1968: Elected to the Stock Exchange Council.
1976: Chairman of the Stock Exchange Council.
1987: Goodison is now chairman

BIOGRAPHY

of the National Art Collections Fund; chairman of the Courtauld Institute of Art; Honorary Keeper of Furniture at the Fitzwilliam Museum, Cambridge; an editorial director of the *Burlington Magazine*; honorary treasurer of the Furniture History Society; vice-chairman of English National Opera; trustee of the Royal Academy of Arts; member of the council of the Industrial Society; trustee of the Cambridge Business Studies Project; and president of the Antiquarian Horological Society.

immense collection of clocks. Inspired, he began work in the sixties on his first book, devoting, at first, three hours a week to the task and subsequently every weekend. It was published in 1968, the year he was elected to the council.

He became chairman in 1976. The next decade was to see the biggest upheaval in the City's history, culminating in last year's Big Bang. In essence Goodison was landed with the task of ensuring that London became a fully international market, retaining its place as a world financial centre in spite of the nation's relative industrial decline. In the process he had to negotiate the historic deal with Cecil Parkinson, then Secretary of State for Trade and Industry. This involved stopping the Office of Fair Trading investigating the Stock Exchange's rule book as long as the exchange agreed to reform itself. It lit the fuse for the Big Bang.

Goodison closed the deal and watched as the consequences steadily dawned on everybody. The old City culture was to be detonated

and Goodison was to see it through. Last year the strain almost seemed to tell. He complained, an uncharacteristic activity, in a letter to *The Times* about the negative press coverage of the Big Bang and turned angrily on Roy Hattersley's remarks about a "sleazy undercurrent of corruption" in the City.

On the one hand he was wounded that trivial computer problems had soured an event which, he is convinced, was a major triumph for Britain. On the other he deeply resented the assumption that the City was full of crooks who needed taming. His conviction is that the City is broadly honest with a few villains on the fringe.

But that does not reduce his fascination with wrongdoing. He vividly recalls the days of 1974 when the catastrophic bear market after the oil crisis was threatening the survival of large parts of the City.

"I learned a lot about human nature in those days. I realized there were two types of criminal. There is

the intentional one who sets out to commit a crime and there is the accidental one. The latter gets himself in a mess then does something dishonest to get out of it, thinking he'll put it right the next day."

It is a typically precise Goodison distinction, honed for the card indexes which he meticulously keeps when working on his books, one of which will presumably be an immaculately-footnoted autobiography. Until then he is cautiously vague about the precise direction of his life. The one certainty he claims is that he is not going to take Sir Roy Strong's job as Director of the Victoria & Albert Museum, which is being advertised this week. Everybody else in London thinks he is a prime contender, but he says he cannot imagine a full-time job in the arts.

The Tompion clock on his wall says he has overrun. He slips on a startlingly iridescent raincoat and heads for the lift. A secretary hands him a typed list of appointments. His day ticks on, measured by English neo-classical timepieces.

Goodison is a testament to a particular type of English pragmatism. He attributes much of his thinking to an early drenching in Plato at Marlborough. But he shares none of that philosopher's belief in ideal forms. He is simply as precise as he can be to encounter the mess of the world. He loves solutions but, equally, he admits they are always temporary.

"Anybody who wants the world to be perfect," he says, "is fighting nature."

Bryan Appleyard

Feature Writer of the Year

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Comrades of the sky

British pilots are now flying German aircraft, in what could be a useful step towards a future pan-European airline

Dichard critics of the idea — now gathering pace in airline circles — of creating a giant pan-European airline claim that it will be impossible to have pilots from different nations working alongside each other in the same aircraft. They don't speak the same language or know each other's procedures, and they are too chauvinistic ever to be able to work for a foreign carrier, it is said.

Try telling that to Timothy Steeds. He is one of 30 British Airways pilots now flying regularly for the German national airline, Lufthansa — and he loves it. The pilots, all first officers, have been lent to Lufthansa for 18 months to help the airline overcome a chronic shortage of aircrew, particularly those experienced in flying the popular Boeing 737.

Lufthansa, in common with almost every other airline in the world, miscalculated seriously when it stopped training pilots at the beginning of the decade, in the days when it seemed that there were simply too many men with wings and too few passengers. In the middle of

Steeds and his colleagues have now completed the first five months of their secondment to Lufthansa and are paid marginally more than the £27,000 they would have been earning in Britain.

"We have had remarkably few problems," Steeds says. "I couldn't speak a word of German when I joined, but quickly learnt how to order a bottle of beer — that was about all I needed to know for flying." For English is the working language of the airline. Even the check-list, through which every crew has to go before take-off or landing, is in English, as are all radio communications.

"It has taught me to be far more precise in talking either to the captain or to air traffic control," Steeds says. "In British Airways we were used to saying 'please', such as: 'Gear down, please', but with typical German precision they say only: 'Gear down'. They believe the extra word can lead to confusion, and in many ways they are right — but I am teaching them a little bit of British courtesy all the same."

The British pilots in Germany are usually away from their Frankfurt base during the week and return only at weekends, when they either stay with friends or in a hotel room paid for by the airline. "Because my salary comes directly from Lufthansa, I



Helping out: Timothy Steeds, one of Lufthansa's British pilots

last year it found itself facing a dire shortage of aircrew. By a stroke of luck, BA actually had a surplus of 737 crews when it received the letter from Lufthansa asking if it could borrow some qualified pilots. Ironically, the problem has worsened since then and BA is now urgently recruiting 100 experienced pilots and is to open a school to train new recruits from scratch. But a year ago Captain Ian McGrath, BA's 737 fleet manager, was happy to meet the German request.

"I sent out a note asking pilots if they were prepared to commit themselves to Lufthansa for 18 months," he says. "About 100 showed initial interest and 30 finally offered themselves from our total 737 crew of 370."

don't pay British tax, so I have to stay out of the country," says 35-year-old Steeds, who comes from Henley-on-Thames. "But my wife can come over as often as she likes to see me and we are now enjoying the German countryside and learning German."

As a result, he has progressed beyond just being able to order a beer and is now fluent when he addresses the passengers during flight. Instead of reading from a card, Steeds — and all the others — can now say: "Guten Tag meine Damen und Herren, hier spricht Ihr Kapitän," along with the best native-born pilot in Lufthansa's fleet.

Harvey Elliott

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Birds of a feather

Plans to unite two of the world's most impressive strands of ornithological scholarship in the small Hertfordshire town of Tring are unveiled today. The British Trust for Ornithology wants to rehouse its vast body of bird statistics in a new £1.5 million building, next door to the fabulous collection of the great Victorian naturalist Walter Rothschild.

The two collections are the fruits of entirely dissimilar attitudes. Rothschild commissioned wholesale slaughter in the cause of science. The BTO, in contrast, can summon 6,000 keen-eyed members to comb the country, noting the whereabouts and habits of any British bird.

Like a cuckoo outgrowing its nest, the BTO has become too big for its old Tring townhouse headquarters, where it employs 50 people in a building meant for 20. With the new centre, scientists would be able to cross-refer on the same site between an unparalleled wealth of ornithological information.

The BTO's databank, built up over 50 years, includes 750,000 bird-seeing record cards and several million records of ringed birds. Rothschild's Zoological Museum holds a million bird specimens — one for every living species, others for those now extinct — and is the standard world reference for bird identification.

The collection also contains Darwin's finches, whose subtle variations in beak sizes between species from the different islands in the Galapagos were a fundamental plank in the theory of evolution. Unfortunately, the scheme is founded on an environmental irony. The BTO must itself encroach on the Green Belt, sacred territory for

A new paradise for ornithologists could take wing tonight — if a council agrees to a Green Belt invasion

conservationists, to build its new centre. However, local councillors seem prepared to overlook this tiny invasion. The Trust says its scheme will actually improve a rather lacklustre site.

If approval is given tonight by the Dacorum District Council, an appeal for cash will be launched immediately, backed by such sponsors as Sir Terence Beckett and Tony Soper. Assuming a free-flow of funds, the three-storey centre could be open within three years.

Over the last 10 years the BTO has met a big increase in demand for objective research into birds from the Government, conservationists, and developers keen to assess the impact of their schemes on bird life. Its databanks can help to assess the implications of major works affecting bird habitat, such as the proposed Mersy barrage, or calculate which species would be affected by an oil spill.

If its planning application fails, the BTO would have to move many miles out of Tring, probably into the Midlands. "There is nowhere else in Britain where we could create a complex like this," said BTO's development officer, Dr Michael Mosser. "It's a unique opportunity."

Gareth Huw Davies

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ACROSS

- 1 Cut in two (6)
- 4 Ill at ease (6)
- 9 Surgical knife (7)
- 10 Bohemian dance (5)
- 11 Black marketeer (4)
- 12 Bus conductor (7)
- 14 Disposition (11)
- 18 Life of Samuel Johnson author (7)
- 19 Scandinavian norm (4)
- 22 Artificial waterway (5)
- 24 Smart (7)
- 25 Gracefully slim (6)
- 26 Powerful (6)

DOWN

- 1 Consomptible (4)
- 2 Rascal (5)
- 3 Ten island Atlantic state (4,5)
- 5 Swiss mountain pasture (3)
- 6 Trinidad ballad (7)
- 7 Dodged (6)

SOLUTION TO NO 1227

ACROSS: 1 Woolback 5 Inch 9 Gudgeon 10 Offen 11 Bathe 12 Somme 13 Waver 15 Bingo 16 Arrow 18 Tract 20 Gauze 21 Impetus 23 Ever 24 Inkerman
 DOWN: 1 Wagers 2 Omdurman 3 See 4 Constellation 6 Note 7 Hanger 8 Somersville 11 Rescued 14 Verbatim 15 Barge 17 Worsen 19 Dune 22 Pie



The Player as Spectator

For over fifty years John Kenneth Galbraith has been a participating force in the cultural and political life of the United States — indeed the world — as an economist, author, academic, journalist and diplomat. On the publication of his collected essays, 'A View from the Stands', David Reisman, in this week's *THE SPECTRUM*, reviews the life of the author, the life of a player as well as an observer.

THE TIMES HIGHER EDUCATION SUPPLEMENT

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HEALTH

Is your child's diet colour-coded?

All coal tar dyes now used to colour and preserve British food are safe, says a new government report. Geoffrey Cannon reads between the lines

Roger King, Peter Rost, and Barry Sheerman are three men of early middle years, all of whom have a reputation for sound judgment. They are also parents who have had a problem in common: young children who have suffered periods of restless and manic behaviour.

Independently, and acting on medical advice, King, Rost and Sheerman, along with their wives, all found that their children became normal and happy again if they avoided certain processed foods and drinks, and in particular, brightly-coloured products such as fruit-flavour drinks and "fun" foods.

King described his experience to the *Birmingham Daily News* not long ago, after his eight-year-old, James, had recovered. "James was full of energy, mischievous and unable to relax, but when we cut out orange, which he drank like a fish, he got a lot better."

By "orange" King meant not the fruit, but the coal tar, or "azo" dyes, tartrazine (E102 on the label) and sunset yellow (E110), used by manufacturers to make sugared water look like a fruit drink.

There is nothing unusual about King's

story. Sally Bunday, founder of the Hyperactive Children's Support Group, says that since its foundation in 1977, the group has received more than 100,000 letters from parents whose young children are driven wild, in her belief, by food additives, particularly coal tar dyes.

What is unusual about King is that he is an MP (Northfield, Birmingham; Conservative); as are Rost (Erewash; Conservative) and Sheerman (Huddersfield; Labour). Last summer three other MPs, Sir Geoffrey Johnson Smith (Wealden; Conservative), Tony Lloyd (Stratford, Manchester; Labour) and Michael Meadowcroft (Leeds West; Liberal) sponsored a chronically-worded Early-day Motion. It congratulated a number of food manufacturers and retailers for removing food additives from their products and called on the Ministry of Agriculture, Fisheries and Food to prohibit the use of all additives (other than nutrients) to food liable to be eaten by babies and children under five.

A total of 89 MPs signed the motion. Its proposal was prudent, for the average British child today will have eaten up to half a pound of coal tar dye by the age of 12. It comes from the processed foods



Safety first: a mother checks the ingredients of a soft drink before she buys

which they often find most attractive: sweets, cakes, biscuits, trifles and jellies.

Bunday's belief is now backed by scientists like Professor John Soshill at the Hospital for Sick Children, Great Ormond Street, and Dr John Hunter at Addenbrooke's Hospital, Cambridge, and their teams. Their research is showing that coal tar dyes and other chemical additives are a cause of hyperactivity, and a cluster of other ailments of young children: asthma, diarrhoea, eczema, fits, migraine, rashes and stomach pain.

Official expert advice on food chemicals is given to the ministry by a body previously called the Food Additives and Contaminants Committee (FACC) but since 1983 called the Food Advisory Committee (FAC). In 1979 the FACC published a report on colours and dyes.

The 16 coal tar dyes used in British food are all numbered in the 100s on labels: E102, E104, 107, E110, E122, E123, E124, E127, 128, E131, E132, 133, E142, E151, 154, and 155. Five have no "E" (for "Europe") number because they are not yet permitted in the rest of

Europe: they are 107, (yellow 2G), 128 (red 2G), 133 (brilliant blue FCF), 154 (brown FK) and 155 (brown HT).

In 1979 the FACC put all but four of the 16 dyes permitted in Britain on a probationary "B" list, pending further tests on laboratory animals for possible toxicity. The deadlines for this work, funded by the food manufacturers, were between 1982 and 1984. They came and went. Silence.

Eventually the ministry called a press conference for March 30, 1987 to announce publication of the FAC "Final Report on the Review of the Colouring Matter in Food Regulations". The press treated the report as quite a tough document. "Food colourings to be curbed in new laws", read one headline. Agriculture ministers Michael Jopling and Donald Thompson pledged that very day to ban "added colours in foods specially prepared for babies and young children", and also to ban the yellow additive 2G (107).

What Jopling and Thompson omitted to mention was that the ban proposed by the FAC, now government policy, applies only to baby food. The official Ministry of Agriculture definition of "young child", believe it or not, is a child under 12 months. A toddler taking its first steps is an "old child" to Jopling and the food manufacturers, a child ready and able to take a daily dose of dye on board.

Nor will babies be any better off. Manufacturers withdrew dyes from their baby foods years ago after pressure from consumer organizations. The ban merely gives statutory effect to current practice. And yellow 2G is already out of use in British food: the manufacturers have withdrawn it in anticipation of a forthcoming EEC ban.

The news, overlooked in the press release and conference, is that, with the exception of yellow 2G, every dye classified "B" in 1979 has now been reclassified "A" for acceptable and will continue to be used in our food without any requirement for more safety testing. And in sharp contrast to most other countries, British food manufacturers are still allowed to add as much of any permitted dye as they like to most processed food.

Were Roger King, Peter Rost, Barry Sheerman, Sally Bunday and all the members of the HACSG imagining things? Not necessarily: for animal studies usually test only for cancers and birth defects. A dye is not thought unacceptable if it gives a rat a runny muzzle or a stomach ache, or if the animal starts climbing the bars of its cage.

There is, unfortunately, no animal model for hyperactivity, asthma or eczema. Meanwhile, the Food Advisory Committee suggests that more research in the community is needed. Our children will be the guinea-pigs.

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MEDICAL BRIEFING

Beware bran loyalty

For 15 years we have been persuaded that bran is a cure for a wide variety of diseases attributed to the western way of life. It has been prescribed for the treatment of diverticulitis and irritable bowel syndrome, the prevention of cancer of the colon and appendix. Its beneficial influence has been thought to spread way beyond the gut and has been recommended as a way of preventing coronary heart disease and easing the problems of treating diabetes.

Doctors cannot deny that it is useful in treating constipation and haemorrhoids, which stem from a sluggish bowel, but even these advantages are at the expense of an excessive production of wind. Diverticulitis usually seems to improve with bran, but there are

increasing reports of cases where it has made the condition worse and, in one recent case, where it caused serious complications. Its effect on irritable bowel syndrome is uncertain. When constipation is present with the disease it does seem to help, but in other cases it has shown to be no better than a placebo.

A recent edition of *The Lancet* suggests that the 1970s and early 1980s may well come to be regarded as the bran era, but that the bran wagon may have rolled too far too quickly. Doctors, it says, have been mistaken in suggesting that their patients should be expected to tolerate abdominal distention, flatulence, pain and unpalatable breakfasts in the belief, probably mistaken, that it is the key to healthy living.

Pill benefits

Women who regard the Pill with suspicion should be reassured by the result of a large survey of women suffering from endometrial cancer — cancer of the body of the womb as opposed to the cervix — which is the third most common cancer to attack women in the United Kingdom.

A report published in the *Journal of the American Association* showed that use of the Pill for just one year reduced a woman's risk of developing endometrial carcinoma by a half. Furthermore, the study of statistics since 1974, when its incidence started to fall, suggests that those women who have taken it for a longer period may be afforded an even greater degree of protection.

Vital vitamin

Scurvy, the disease due to vitamin C deficiency, was once common among sailors and others denied fresh food. As recently as 30 years ago it was still found occasionally in long-stay institutions where prolonged cooking removed what little vitamin C there was in the diet. Among the groups likely to fall victims today are bachelors living alone who subsist on beer and sandwiches for lunch and a takeaway in the evening. Swollen, bleeding and infected gums with loosening of the

teeth, coupled with a feeling of general tiredness and weakness in the legs, are the usual signs and symptoms. Spontaneous bruising is also usually present and is often preceded by a characteristic itchy rash around the hair roots.

The elderly living at home, and food faddists, particularly those who have cut out fresh vegetables and fruit, also often succumb. Cold weather, heavy alcohol consumption, chronic diarrhoea, infectious diseases, surgery and accidents all increase the body's needs. Scurvy can be treated with a gram of vitamin C daily.

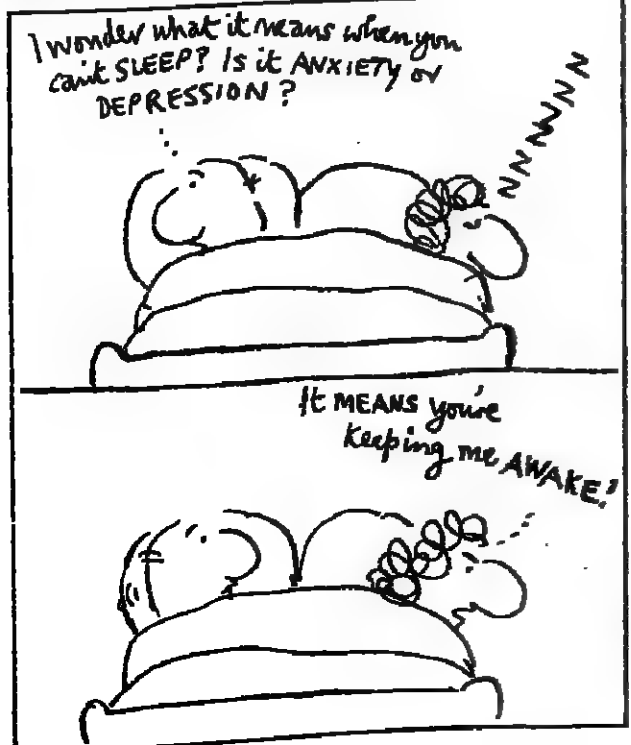
Taking heart

Cancer of the prostate is one of the most common malignancies to affect men over the age of 65. Surgery is possible in early cases, but it is often of little benefit; medical treatment is often efficient at achieving regression of the tumour, but the high doses of oestrogen needed place a strain on the circulation and increase the chance of a coronary or cerebral thrombosis. Surgeons may recommend castration, but many patients find the concept totally unacceptable.

Hospital Doctor reports that after 20 years of work, ICI has developed a drug, Zoladex, which it is hoped will be as efficient as oestrogen in achieving a chemical castration, but will not have the same effects on the heart. It acts by inhibiting the production of luteinizing hormone in the pituitary, thereby blocking the production of testosterone.

Dr Thomas Stuttard

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BOOKS

Victoria Theatrica

Peter Ackroyd reviews a biography of our queen of many parts in this the 150th anniversary of her accession

If Queen Victoria exists at all in the public imagination, it is as a melancholy presence, a tiny figure dressed in black and perched in a landau like some mummified raven — she seems to glower over the 20th century in a terrible suppressed maternal rage. Of course our perception of the Victorians in general veers wildly from the image of frock-coated bores to one of hypocritical satires; and it was inevitable that the image of Victoria should change also. So the advance publicity around this new biography has suggested that Professor Weintraub has portrayed her as a whisky-swilling tart who spent most of her time salivating over her paintings of male nudes. The reality, and the book, are quite different.

Stanley Weintraub is not an American version of Lytton Strachey. He is an academic, for one thing; and here he has employed all the available evidence to convey a picture of Victoria at once more coherent and more convincing — the case against her merely resting on the fact that she was more human on occasions than the regal protocol demanded that she enjoyed whisky in her tea, that she was not averse to classical nudes, and that she sometimes remembered a handsome male. The fact that she also preferred lion-tamers and midgets to Shakespeare, and that privately she disapproved of the sterner forms of evangelism, only puts her in line with the majority of her subjects.

She possessed other less attractive qualities, however; and Professor Weintraub emphasizes the impetuosity that caused trouble at home and abroad. She had at times an ungovernable temper; and her relatively early experience of the throne seems to have reinforced those elements of self-absorbed wilfulness which were evident from an early age. She was a tartar to everyone except her servants; she was a bad mother and a difficult wife; and, to the politicians who courted her, she was often an unbearable burden. Gladstone described her as "seriously warped"; and one of her many princely relations categorized her as an "old hag".

But it is a very Victorian attribute, this wilfulness, especially since it is associated in Queen Victoria's case with a deep strain of theatricality — often, in the 19th century, you have

VICTORIA
Biography of a Queen
By Stanley Weintraub
Unwin Hyman, £17.50

the impression of an energetic and self-directed people who did not understand the nature of that civilization in which they were so active. Hence the assumption of roles. Queen Victoria herself was melodramatic enough to play upon fears of her insanity in order to avoid public duties after the death of the beloved Albert; and on the day she was proclaimed Empress of India she surprised guests at dinner by appearing at the table weighed down with unfamiliar jewellery. It was because of this theatricality that she understood Disraeli, of course: they adored each other.

He used to call her "Faery Queen", or simply "Faery" for short. Professor Weintraub ably expounds the variety of masks that she assumed throughout her reign: the Virgin Queen guided by Melbourne; the loving wife who carried the Penates as well as Albert on her back; Minerva during the Great Exhibition; and Boudicca during the various wars; the Woman in Black after the death of Albert; the change from imperatrix into geriatric; and then her gradual dissolution into a myth, a myth surely signified by the fact that she literally slept through the beginning of the 20th century. Of course it meant nothing to her: she might have given it a medal, but she would not have looked at it in the face. But she had survived. She began in that period when the monarchy had a precarious hold upon public affection; for much of her own reign she was endured rather than enjoyed — there were times, indeed, when only assassination attempts seemed to revive her popularity. "It is worth being shot at to see how much one is loved," she wrote. And in the end she was loved — she learned the secret of the



successful monarch, which is to reflect the character of the nation, a feat she achieved by at least *seeming* to be bourgeois while remaining royal. But there was that other element, that indefinable something...

Which is why it is so difficult to write about queens: the temptation is to dress them either in Carland robes or in Machiavellian vestments. But

Stanley Weintraub has managed very well — his tone is personal without being intimate, and he has successfully measured that fine (and very Victorian) line between instruction and amusement. Bravely he has done without footnotes — which, for an American professor, is the equivalent of cutting off both hands — but as a consequence he has written a human, if not necessarily humane, story.

Lit crit fat cat

Fiona MacCarthy
REBECCA WEST
By Victoria Glendinning
Weidenfeld & Nicolson
£14.95



Literary lass, ardent feminist
Glendinning — biographer as acolyte? — appears not quite convincingly as "younger sister"

What most people know about Rebecca West is that she had a child by H.G. Wells. The mood of the moment of conception has become one of this century's most overrated mysteries. Was H.G. Wells or was he not in a bad temper? Victoria Glendinning is too sensible to ponder these tormented technicalities for long, and she is pretty brisk with the child of the union, Anthony West, commenting quite rightly that he and his mother fulfilled each other's most awful expectations. She expends more energy on the things we did not know about, or did not know enough about, especially the ardour of the young Rebecca, who wrote her first official letter to the papers, a long and lucid one on suffrage, when she was just a child.

In the upsurge of interest in early feminism, a revival which in fact she lived long enough to see, her collected journalism from 1911-1917 was fairly recently republished by Virago. This was the period at which she was writing mainly for *The Freewoman*, *The New Freewoman*, *The Clarion*. Nobody could read this early collection without being astonished not just by its range and confidence but also by its journalistic flair, its readability.

Victoria Glendinning has

sharp sense of female detail. One thinks back to Elizabeth Bowen's fearful curtains made out of pink corset satin bought from Debenhams. And here is Rebecca West going out to buy extravagant silk evening knickers. She was keen on all life's luxuries: new dresses, fresh lobster, fringed lampshades, facial massages, bolstering herself up in her overheated flats, compensating lavishly for the unsettled life with (and more often without) father, the indignities of the liaison with H.G.

She had very Jewish tastes. There was a sense in which she was a matriarchal maniac. This was the style, and style of writing, which Virginia Woolf resisted, describing Rebecca West's novel *The Judge* as bursting "like an overstuffed sausage".

Much of this book is about London, and especially the streets and squares of Kensington, the scenery of Rebecca West's long story *Harriet Hume*, and the territory which Victoria Glendinning, and Hilary Spurling, as literary biographers, have almost come to own. But in fact the most alluring chapter in this book is not about South Kensington at all or even Fulham, the unlikely setting for the intriguing agonies of Rebecca West's relations with Lord Beaverbrook. Her best time was the bustling wartime country life at Ibsstone, in the Chilterns, where Rebecca West, in starring role as rural housewife, made marmalade, canned peas, kept hens, composed (and acted in) a pageant called *Our Village*, and at last exhausted that immense excess of energy she recognized so clearly in herself and found alarming.

This is Victoria Glendinning's most assured biography. It is shorter than its predecessors: subtler in its balance of life and work and politics interior and exterior. One is left with the impression of a fine personality, intellectual fat cat; town cat, with most treacherous sharp claws. Rebecca West's sentences themselves were rather catlike. It was an instinct with her. "Your cat has no words," she once wrote, "but it has considerable feeling for the architecture of the sentence in relation to the problem of expressing climax." So, at her best superlatively so, had she.

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Victoria Glendinning, *Cosmopolitan*

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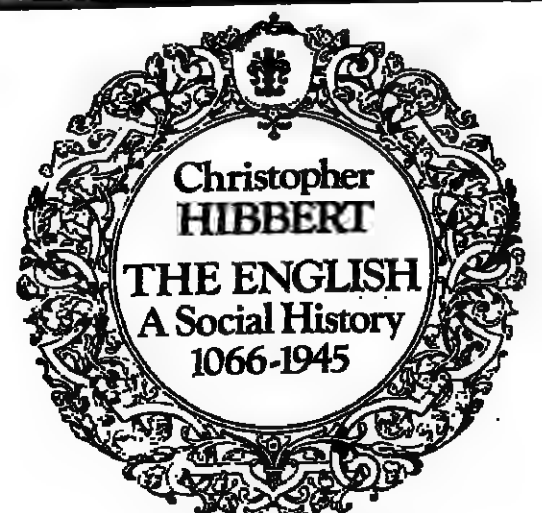
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itself in turn upon the reader's attention: authentic, sharply different, making up a musical collage of England during the 'Second World War'. The world is pungent with the sounds and odours of wartime. Duffy has the feel, and the smell and memories absolutely right. We hear women at war work in

factories in turbans longing for Saturday night at the palaces; young girls sent off into lonely evacuation; and people from every class, city, and village writing in diaries and letters about the dislocation they are experiencing. Duffy has a real sense of years of neglect when the whole of England went to waste; and she uses Brigadier Pearmain to comment and speculate on the British habit of endurance which enabled the people to continue fighting long after it was rational; and at the same time let them put up with exploitation.

A more poignant voice is that of the German Jewish refugee, Tilde, who makes other observations about English isolation, cannot understand why the English do not seem to love their poets as she does, and are so impatient with philosophy and intellectuals. She too connects this quality with their resilience and inability to imagine defeat. An unexpectedly convincing voice is that of an American black horn-player who finds himself treated as a human being for the first time on arriving in England. It is a sad commentary on our present day that England is no poorer and so much less generous.

Clear eyes of a child

CHILDREN

Brian Alderson

THE ANIMALS' CHRISTMAS
By Catharine Gardam
Julia MacRae, £5.95

KIT IN BOOTS
By Jane Gardam
Illustrated by William Geldart
Julia MacRae, £3.95

With a few hundred shopping-days to Christmas it may seem a trifle perverse to commend a picture book on that subject now. For *The Animals' Christmas* takes its message from Thomas Hardy's poem "The Oxen", and bodices out the fancy that chickens and dogs, cows and pigs — along with Binks the bull — make up the hill for a Christmas Eve service while the farm-folk celebrate down below.

Obvious and seasonal the theme may be, but Catharine Gardam's handling of it makes a very satisfying picture book. The text is spare, offering no hostages to sentimentality; and it is matched by water-colour drawings of a child-like — or perhaps an Arthur Ransome-like — simplicity, but with a complete control of pattern and colour.

The feeling for the atmosphere of hill-country life is also an outstanding characteristic in the short stories that Catharine Gardam's mother, Jane, writes for readers who have passed beyond merely looking at picture books. *Kit in Boots* is the most recent of these, returning to the small tribulations of a Deles' farmer's daughter. Now we have dealings with an artist in a caravan, whose apparently unimpressive ways appeal Dad, who can't see farmland from a train without thinking of "all the lovely work that he could have been doing in it."

The book is episode rather than story — for the artist gets Kit to be a bridesmaid at his London wedding; and, all unexpectedly, Dad must go with her. But it is the four-square characterization, and the comely, amusing tones of the author that bring everything to life. It is writers like Jane Gardam who are currently preserving the best traditions of English children's books.

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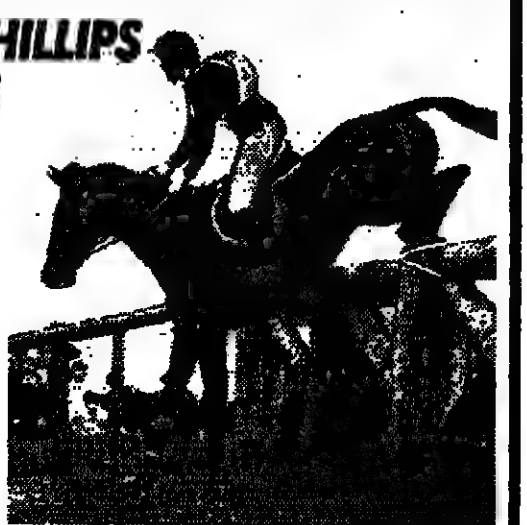
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THE TIMES DIARY

Proctor's privilege

Although I am sure the possibility has never crossed Harvey Proctor's mind, he should know that the traditional privilege of freedom from arrest for members of parliament is more apparent than real. The privilege was first claimed in a petition to the crown in 1404, but *Erskine May*, the book of parliamentary custom, shows it has been honoured mostly in the breach. In 1815, for example, Lord Cochrane was arrested for conspiracy while sitting on the privy councillors' bench. The daily prayers – always poorly attended – which open parliamentary proceedings had not been said, and the Committee of Privileges concluded that there had been no breach. Disraeli's biographer, Lord Blake, yesterday reminded me that the debt-ridden Disraeli's eagerness to be elected to Parliament was partly in the belief that he would thus escape imprisonment. But Blake yesterday spoke in defence of his hero: "All Disraeli had done was to live beyond his means."

Case dismissed

Greater Manchester Chief Constable James Anderson was able to provide the perfect alibi for his absence from a meeting of the Performance Review Committee, where he was to report on the controversial search of Saddleworth Moor. Refusing to settle for Assistant Chief Constable Ralph Leeds as a stand-in, members sent the committee clerk to telephone police headquarters demanding Anderson's appearance. Fortunately, Anderson's explanation – that he was attending an award ceremony – could have been easily checked. The authority's own vice-chairman, David Moffat, was there too.

Lane closure

The case of the former British Intelligence officer, Colin Wallace, who was convicted of manslaughter in 1981, is well known to Lord Lane, the Lord Chief Justice. Wallace – who has always maintained he was innocent – is the man currently making allegations about army dirty tricks in Northern Ireland. It was reported on Sunday that the BBC had decided not to transmit a *Newsnight* report based on his allegations. His conviction, however, was raised with Lord Lane in unusual circumstances at a London banquet last year. The Duchess of Norfolk, who was sitting next to him, inquired what he did for a living. "I'm the Lord Chief Justice of England," he replied. The duchess proceeded to speak of her concern for Wallace, who happens to be the husband of the Norfolk's private secretary, Eileen Wallace. "She spoke about my case for some time and then wrote to him with further details," Wallace tells me. The correspondence ended when Lord Lane said the matter could now be dealt with only by the Home Secretary.

Local colour

Art dealer Roy Miles, whose clients have included multi-millionaire Paul Mellon and the Rothschilds, yesterday chose the *Yorkshire Post* rather than *Society's* and *Christie's* to find his next big buy. The *Post* sported a small ad from the Mayfair dealer which read: "Two million pounds offered for a major painting by George Stubbs." Miles has identified five major works by Stubbs in *Yorkshire* and hopes his play will flush them out. "I've already had several replies," he tells me, while refusing to disclose the client he is acting for.

BARRY FANTONI



Winning Wang

In the most practical way, the British Embassy in China has been doing its bit for Anglo-Chinese relations. Wang Yushan, who styles himself "an ordinary Chinese citizen", bought a British Fergusson television last year. At a loss to know what to do when his transformer developed a fault he wrote to the embassy in Peking. As if by magic, shortly afterwards Fergusson forwarded him a new transformer. Mr Wang says he was "deeply moved by what the company did... I shall tell all my family members, relatives, friends and colleagues, what happened between me and the British people and let them remember our friendship."

PHS

An identity crisis for solicitors

Frances Gibb on resistance to attempts to bring one-stop shopping to legal services

Today solicitors in England and Wales will confront the most controversial issue to come before them in the past decade. Should they be allowed to form one-stop shops where the services of accountants, patent agents, chartered surveyors, architects, or even barristers can be obtained under one roof?

The issue, which has deeply divided the profession, comes up today before the council of the Law Society, the governing body of the country's 47,000 solicitors, in a draft paper by John Hayes, the society's new secretary-general. He says mixed partnerships are to the legal profession what the ordination of women is to the Church of England.

There is increasing political pressure for change, which came to a head last summer when Sir Gordon Borrie, Director-General of Fair Trading, called for changes in the law to remove restrictions against mixed practices in the profession, which, he says, fetter competition and inhibit the way professional services can be offered to clients.

Consumers are being deprived of the choice of obtaining all their professional advice under one roof, or alternatively going to individual members of the pro-

fession. In house-buying, in particular, there was "a good deal of interest and support for mixed practices" in which solicitors might join up with estate agents, valuers, and surveyors.

Sir Gordon wants barristers to set up joint partnerships with solicitors; a proposal attacked as a step towards reducing consumer choice and towards fusion of the profession's two branches, with barristers joining big solicitors' firms in departments of "trial lawyers".

Protagonists argue that mixed practices will combat fierce competition from accountants and others. Among the big City solicitors' firms, in particular, there is considerable support. Sir Max Williams, past-president of the Law Society, believes the move to mixed practices is inevitable, and that solicitors should be at the forefront of change rather than in its wake.

A group of City solicitors has warned that solicitors are losing to other professions because of their narrow outlook in the face of the

loss of the conveyancing monopoly. Other professions, such as accountancy, are likely to be more amenable to change within their profession. But some say if a solicitor wants to join a mixed practice, he should no longer call himself a solicitor. Being a solicitor, they argue, is something special, even unique, with high standards of integrity and conduct and a protected relationship of confidentiality with the client.

It is the notion of what a solicitor is and should be that lies at the heart of what is becoming a passionate debate. Those against mixed practices argue that solicitors will lose their independence and integrity, and even cease to be an independent profession. They say such a move is not in the public interest and cite the 1979 Royal Commission on Legal Services, which concluded that clients would be referred to in-house practitioners rather than the best independent expert; and that such practices would be difficult to police with a common code of conduct. There would also be conflicts of interest.

The whole issue is inextricably bound with a series of others which could fundamentally change the way solicitors work: should solicitors be allowed to have joint arrangements with, say, estate agents or building societies, for work to be introduced; should they be allowed to do conveyancing for the big financial institutions and still present themselves as solicitors to the public; and should they be able to "hive off" parts of their practice as limited companies, to provide, for example, financial advice.

Today the society's council will agree the format of the paper on which the profession will base its view. The Law Society paper makes no recommendations; it is cautious, and points up the problems of solicitors retaining their independence if linked with others. The profession could make a forceful stand against change being imposed, despite Sir Gordon Borrie.

This government is unlikely to impose changes. But there now seems to be enough support within the profession itself to make a gradual move, under strict regulation by the profession, towards mixed practices, which appear in the long term to be inevitable.

Pearce Wright on the causes of Britain's high-technology falterings

Paralysed by perfection



A disastrous consequence of the British quest for perfection is that plans are never complete. Room is left for refinements... which become industrial nightmares

usually built for electricity generation, and it is difficult to find two of those that are the same. Indeed, an American technologist who worked on development of the type of pressurized water reactor to be built at Sizewell referred to a British "tendency to under-design and over-engineer which comes from brilliant science rather than practical technology".

The unrealistic quest for perfect solutions is exacerbated by the need to design by committee. This is above all the characteristic of joint ventures with other countries, although it does appear at national level too. In Britain, for example, a sort of technical bargaining takes place between the military experts, technologists from defence research establishments and industrialists advising the Ministry of Defence. However, when national vested interests come into conflict on joint committees the result is certain to be the camel, that horse designed by committee.

There is plenty of evidence that technology founders on the altar of European compromise, especially in the defence field. When experts met two years ago to breathe new life into plans for a "future European fighter aircraft" (FEFA), to succeed types like the

Jaguar, the proposed design was the result of bargaining mainly between Britain and France on the size, type of engine and array of electronic gadgetry to be carried. This technical horse-trading involved issues fundamental to the aircraft's likely performance. For example, the British wanted an aircraft weighing about ten tons; the French nine tons. The implications for choice of engine, possible payload and manoeuvrability were profound. The arguments were influenced largely by the maximum amount of equipment that the negotiators from each country hoped would go to their own development centres.

Faced with the huge costs of hi-tech research, the 12 EEC countries agreed four years ago to a joint research programme called Framework. Unfortunately, it too has become the subject of conflict rather than co-operation. Britain has refused under the current terms to contribute to a second five-year programme that would cost more than £5,000 million. In Whitehall's view, the arrangements seem based more on the self-interest of individual states than creating a pan-European line of defence.

There are examples of successful co-operation. The Eureka programme, conceived by the French

three years ago, has fired much better. Eureka involves 19 countries supporting 109 joint research projects, mainly in computer technology and robotics. In this case any country, even those outside Europe, can collaborate. It has a much more successful record than Framework partly because researchers do not have to surmount the same bureaucratic hurdles to get their projects under way, and because co-operation is based on informal contacts among like-minded scientists who know they want to do co-operative work.

One of the most depressing factors in the long history of British technical mistakes is that we don't learn from them. There is no system for holding inquiries and analysing just what went wrong. This is well illustrated by reported delays in the RAF's multi-billion computer system, IUKADGE (Improved UK Air Defence Ground Environment), which should be the electronic umbrella controlling the air space over the British Isles and its approaches by the mid-1990s. The revised estimate is an increase in cost from £5,000 million to £7,000 million.

Almost 20 years ago the Ministry of Defence suffered comparable problems with its first computer-controlled radar umbrella called Linesman-Mediator.

The fault lay then in pioneering too many fronts with large computer systems that were then in their infancy, new radar technologies and a new computer language that was intended to make it easier to write the complicated programs that formed the nerve centre. Ambition simply outstripped ability. Will we never learn?

three years ago, has fired much better. Eureka involves 19 countries supporting 109 joint research projects, mainly in computer technology and robotics. In this case any country, even those outside Europe, can collaborate. It has a much more successful record than Framework partly because researchers do not have to surmount the same bureaucratic hurdles to get their projects under way, and because co-operation is based on informal contacts among like-minded scientists who know they want to do co-operative work.

One of the most depressing factors in the long history of British technical mistakes is that we don't learn from them. There is no system for holding inquiries and analysing just what went wrong. This is well illustrated by reported delays in the RAF's multi-billion computer system, IUKADGE (Improved UK Air Defence Ground Environment), which should be the electronic umbrella controlling the air space over the British Isles and its approaches by the mid-1990s. The revised estimate is an increase in cost from £5,000 million to £7,000 million.

Almost 20 years ago the Ministry of Defence suffered comparable problems with its first computer-controlled radar umbrella called Linesman-Mediator.

The fault lay then in pioneering too many fronts with large computer systems that were then in their infancy, new radar technologies and a new computer language that was intended to make it easier to write the complicated programs that formed the nerve centre. Ambition simply outstripped ability. Will we never learn?

There are examples of successful co-operation. The Eureka programme, conceived by the French

In search of 2.5 million missing voters

With a general election approaching and local elections on May 7, it is disturbing to realize that some 2.5 million eligible electors (6.7 per cent of the total) will be left off the register while another 2.6 million will be wrongly included. The number of voters omitted from the register doubled between 1966 and 1981. The problem poses a major challenge to both local and central government.

Although in party political terms the consequences of failure to register are uncertain – it does not seem to be linked with social class or ethnic group – a complete, accurate list of those entitled to vote is a basic requirement of representative government.

Not only do the faults of the register undermine our democracy, they have further practical side effects. Electors who are omitted from the voting roll also find themselves excluded from jury service. Allocations of rate support grant to local authorities are distorted since they are based on population estimates derived from the inaccurate registers (local authorities have a financial incentive to retain redundant

names). The reliability of opinion polls, whose samples are often drawn from the register, and the accuracy of statistics of electoral turnout, are undermined.

The main defect in existing registration procedures is the poor quality of arrangements for door-to-door canvassing in some districts. About one-third of households fail to return the registration forms that are delivered each autumn, and a substantial minority do not reply to postal reminders. It should be the priority for the council officers in charge to arrange for canvassers to visit these households.

Research which I conducted for the Home Office found that one-fifth of districts do not carry out any canvassing, and in many others it is incomplete and hampered by poor quality of recruits, perfunctory training, lack of supervision and failure to monitor results. In extreme cases, officers acknowledge that by the end of the annual registration exercise they have received information from no more than half the households in their districts.

The extra cost of a canvass of non-responding households is likely to be less than £2,000 per constituency. But in addition to reform at local level, the Home Office should sponsor annual advertising campaigns on national television at peak viewing times to promote voter registration. The £300,000 it spent on advertising last year was inadequate.

The alarming increase in non-registration was highlighted by the Office of Population Censuses and Surveys as long ago as 1982. The Home Affairs Committee of the House of Commons declared in 1983 the level of inaccuracy in the register to be "unacceptably high". In 1984, the government concurred. Why has it proved so difficult to remedy this situation?

One reason is the division of responsibility between local and central government. The Representation of the People Act, 1983, gives responsibility for registration to officers appointed by local government authorities. The same Act gives the Home Secretary the power to require an officer to comply with his

directives. In practice the Home Office has given advice, information and help but has avoided issuing binding instructions.

The decline of the register suggests that it is time the Home Office implemented a new policy. (Some registration officers made it clear in interviews that they would welcome precise guidelines.) Where canvassing arrangements are absent or clearly defective, as in parts of London, the Home Secretary should be prepared, in the last resort, to intervene.

If accuracy in the register cannot be achieved under the present system of electoral administration, there will be a case for investigating whether a separate department to administer electoral affairs, an electoral commission (on the lines of that in Australia), ought to be created.

Michael Pinto-Duschinsky

Voter Registration: Problems and Solutions by Michael and Shelley Pinto-Duschinsky is published by the Constitutional Reform Centre, 60 Chandos Place, London WC2E 7EJ. £2.95.

Ronald Butt

Labour in the looking-glass

The Labour Party bitterly hates the press because it thinks that the press is set upon destroying it. Labour politicians believe, or affect to believe, in some sort of press conspiracy to vilify them.

The latest outburst of rage is over the alleged victimization of Neil Kinnock after his attempt to justify his party's anti-nuclear policy to President Reagan. The complaint bears a certain resemblance to the claim that the press seeks to undermine the real and decent party of Kinnock, Hattersley, Healey and Kaufmann by ignoring its policies and focussing attention on the unrepresentative extremists who run so many Labour local authorities.

Sometimes the complaint seems to be that the press concentrates on local politicians who are unrepresentative of Labour as a whole in order to discredit the real party. If that is the trouble, the answer should be for the Labour leaders to repudiate the extremists who they implicitly admit discredit them. But at other times a local authority leftist is presented as decent if zealous Labour democrats who are misrepresented and for whom the electorate can vote without a qualm. But if they are a legitimate part of Labour thinking, then it is right for the press to focus on them to discover what those of them who will be behind Mr Kinnock in the next Parliament will demand as the price of their support.

Moreover, the people who live under them know what they are like from what they do, from the propaganda sheets paid for by the rates which come through front doors, and from local newspapers. Local people know about the waste of resources, the inflammation of race relations and the moral subversion of children, and it was they, (many from ethnic minorities) who first woke up to what was happening and protested long before most of the press or the Tory central organization woke up to what was happening. The press simply reflects their concern.

So it is with Mr Kinnock. He is enraged by the way in which his Washington visit appeared in the press, and even some of the wetter Tory tendency in politics and the press now seem to fear that Labour might be provoked in power to regulate the press, a fear which tells us more about Labour than the press itself. Yet it was not the press but Kinnock himself who, by the defence policy he was presenting, wielded the hatchet which finally destroyed his own credibility.

The key to that policy is not the intention to abandon Britain's independent deterrent. In certain circumstances that could be dangerous for Britain, but what matters most to NATO is Labour's resolve to remove all NATO nuclear bases. Labour says that this would not harm the Alliance; NATO and the US insist that it would.

Yet Mr Kinnock did not even discuss with President Reagan the ousting of the NATO nuclear bases.

He concentrated on his intention to de-nuclearize Britain's forces, justifying this on the grounds that it would enable us to have stronger conventional defence.

But both the Americans and the British public know that this is not the real reason, and that Labour's policy arises solely from the refusal of the left to accept nuclear weapons of any sort. They know that the argument about building up conventional forces is a sop to the Labour moderates. Above all, they know that there is no connection at all between affording more conventional weapons and throwing out NATO US bases. They are not conned.

Anyone who seriously thinks that because much of the press is centre-right it is automatically unfair to Labour should think about 1964. Harold Wilson was voted to office then because the party he led seemed to be the logical exponent of the prevailing climate of opinion, which encompassed planned growth to pay for more social spending, pay and prices policies and creating a classless society, all of which had been toyed with by the outgoing Tories. Defence anxieties may have caused the narrowness of Labour's victory, but most people had already grasped the truth that when Wilson promised to renegotiate Polaris, it was a fudge in order to keep it despite the left.

Moreover, everyone knew he would get away with it because he had behind him the overwhelmingly moderate party bequeathed by Gaitskill after his victory over the unilateralists. Assured that this was so, the whole press (including the Tory press) gave Wilson a very sympathetic presentation, as (and Mr Kinnock should note it) they do the Social Democrats now.

This was partly because the press is always drawn to the new and a heavy post-Macmillan boredom still lay over the nation. The press was also fascinated by Wilson, his accessibility, his confidence that he could move mountains, and the candour with which he enjoyed political manoeuvres. Besides, most individuals in the press were, and probably still are, mildly to the left of centre. But the operative word is mildly. They knew that Wilson could deliver his moderation (whether or not the policies worked) because he had behind him a moderate party. The nation and the press know that Kinnock will have behind him an overwhelmingly leftist party and that he could not in office deliver a fudge even if he wanted to – which, as a man of the left and of the CND he probably does not.

The people do not like it, and the press as usual reflects the national mood, not vice versa. The national majority has watched Labour's policies evolve; knows how they have come about, and when they hear Roy Hattersley claiming that Labour is "national, reasonable and realistic" most people cannot think of a less appropriate description of the party they know and do not love.

Alan Franks

Their hearts in my boots

I want to tell you today about my walking boots, which I have just lost, and about the Falkland Islands internal telephone system, which I have just found.

The boots first. There is nothing intrinsically special about them – they are simply a well-matched pair of brownish Italian emigrants who first attached themselves to me about seven years ago and have since borne me with a minimum of fuss along the pedestrian motorways with which the Countryside Commission has laced the land.

Now they are lost and languishing, 8,000 miles away in the Falklands, probably sundered from my soles for ever. Perhaps they were trying to tell me something about being taken for granted, for our parting took place shortly after a heavy yomping session over some grim mountain terrain above the settlement of Port Howard. I boarded the little island-hopper bound for Stanley, and in my rush left the boots in the guest-house porch.

For all I know they are even now adorning the feet of a lizened kelpie, or else straying unattended across the blanket peat in search of their master. I like to think that the latter is the case, and pray nightly that they are steering clear of the minefields.

Now to the telephone system, outwardly as unspecial as the boots but in its own way quite as deserving of conservation. The two are inextricably linked in my mind, since the second was so nearly the agent of the first's salvation. As I stood drinking beer in the bar of the Upland Goose hotel in Stanley that same evening, everyone, but everyone, knew of my bereavement. They knew because, when I had phoned Port Howard from the capital to report the loss, the entire population of 1,900 islanders could hear the conversation over their radio-telephone sets, just as they can hear every other exchange across their shared airwaves.

There are surely few English pubs whose clientele are quite so familiar, quite so quickly, with the personal difficulties of their fellows. No sooner had I walked in than the other drinkers came up

and declared, in tones of genuine compassion: "Sorry to hear ab 't the boots, old boy. Really sorry."

The thing about this telephone system is that while it is archaic and erratic and possessed of a foggiest makes the satellite link to London sound bell-like in its clarity, and while the rest of the islands' infrastructure – roads, transport, medicine, etc – is being gratefully subsumed by new technology, there is scarcely a Falklander who will not mourn the passing of the aural status quo.

The explanation is simple. Here is a community as yet unhit by the cauterizing influence of television. Soap operas and serials remain for the time being a thing of the future and thus the minutiae of local life retain their proper place as the most compelling drama of the day, with the residents themselves as central characters in a round-the-clock entertainment.

There is not a visit to the dentist, not a contretemps between an aunt and her niece, not a breakdown of a tractor on some remote island that does not go unheard through the speakers of the listening hundreds. The British government and the Falkland Islands Development Corporation would dearly love to establish a cellular phone system, whereby each household would have its own set and so become immune from the general ear.

While most individuals would crave such privacy, it is quite otherwise upon the Falklands. No wonder that while they welcome the benefits which flow from a £31 million grant from the British, they are distinctly dragging their heels over the hauling of their telephone lines into the late 20th century. Privacy, in other words, is not worth the cost of sacrificing a continuing programme of unedited human entertainment, and the crude lure of the old technology holds sway.

All very well, but it has not yet solved the question of my walking boots, which failed to make the journey to Mount Pleasant airport by the time my aircraft took off for Britain. Since every islander now knows about their plight, may I issue the following *cri de coeur*: "Please can I have them back?"



1 Pennington Street, London E1 9XN Telephone: 01-481 4100

SIR DAVID'S INHERITANCE

Newly knighted and fresh from three months of intensive study, Sir David Wilson today becomes the 27th Governor of Hong Kong. His appointment has been applauded: a Chinese scholar of distinction, a respected administrator, a Foreign Office man sufficiently independent of mind to have left the service in mid-career and sufficiently well thought of to have been welcomed back.

At 52, Sir David is also young enough to see through the actual transfer of Hong Kong to Chinese rule in 10 years' time. Unusually for a bureaucrat, he may therefore be around to reap the harvest he helped to sow as a member of the British negotiating team three years ago. As Governor of Hong Kong through what promises to be a problematical decade, he will need all the skills he exhibited then, and vision besides.

The first points of contention between Britain and China are already emerging. Central among them are their divergent definitions of democracy. Britain would like to bequeath to Hong Kong a system of democratic government, British-style, proceeding from direct elections to the Legislative Council.

The Chinese demur. They note that Hong Kong has been governed — and flourished — for a century and a half with a system of patronage. They see no reason to introduce a

change which would take the colony's constitutional system even further away from that of the Mainland than it is at present.

The point that Hong Kong's democracy has hitherto been guaranteed by Britain's own, and that similar guarantees given by Peking might not be so acceptable to the people of Hong Kong has not yet been publicly articulated. Eventually, it must be. It will be a diplomatic test second in importance only to the drafting of the original agreement.

Sir David's second and not unrelated task is to foster international confidence in the future of Hong Kong. The colony has prospered thanks to a free market and free trade system. Any adjustment to that system, whether introduced from a China fighting shy of market economics or from an international trading climate soured by protectionism, represents a threat to Hong Kong's wellbeing for which Sir David and his team must be prepared.

The new Governor also inherits the vexed question of refugees, mainly Vietnamese who have as yet found no country to accept them. Britain last year took about 500; another 8,000 are awaiting resettlement. Their presence in Hong Kong is resented, both as a drain on the economy and because many Hong Kong residents have relatives in China who are unable to

join them in Hong Kong. A willingness by Britain to shoulder more of the refugee burden, as a gesture of goodwill, could help to give Sir David's governorship an auspicious start.

But his success as governor and the success of Hong Kong's transition to Chinese rule will not depend on Sir David alone, nor yet on Britain. The next 10 years are likely to be a difficult period in China. The transition from Deng Xiaoping, which was never likely to be easy, has already begun.

Those who take over from Deng may not be of the same mind as those who negotiated the agreement and undertook to preserve Hong Kong's present political and economic system for 50 years after the transfer. They might not be above making Hong Kong a pawn in the greater political game being played out in China.

It would then be of little consequence that a stable and prosperous Hong Kong could offer assurance to Taiwan about China's future conduct. Nor would the efforts of Hong Kong officials to gloss over some of the less palatable aspects of Chinese communism, like censorship and corruption, account for much. Together with vision and diplomacy, Sir David will also need honesty and vigilance. His is not a comfortable inheritance.

THE PROMISING OPPOSITIONS

The battle for the centre ground of politics has moved from the issue of health (Monday's offering from the Liberal-SDP Alliance) to education (yesterday's contribution). Once again it is noticeable how very crowded this territory is.

The education policies of the Alliance bear striking similarities to those of the Labour Party. It is true that the Alliance favours an independent pay review body for the teachers whereas Labour, almost incredibly, would return to something very like the disastrous Burnham committee. It is true that Labour would not phase out the assisted places scheme but abolish it over night. But in respect of their large promises about everything else from pre-school education to post-school training allowances there is little discernible difference between them.

The Alliance proclaimed the worthy aim yesterday of making Britain the "best educated and trained nation in the world". It plans to double, to over one million, the number of 18 and 19-year olds entering higher education. It plans the restoration of the 20 per cent cut in student grants, an unspecified increase in research funding, the abolition of fees for part-time education, an education allowance for all 16 to 18-year olds.

All that is before it has even begun to look at the cost of improving secondary schools, most of which, it says, fall short of the quality we should

expect, or of improving primary schools, all of which it promises will have sufficient resources. There is also the cost of guaranteeing every pre-school child at least a year of "educational experience".

Mr Owen promised what he called an extra £2 billion to achieve these ends. This is a target to be reached at the end of five years, which means that the Alliance is promising, in effect, to increase spending on education by 3 per cent a year. It is impossible to see how this can be enough to pay for everything they propose.

The next difficulty with the Alliance's "new solutions for Britain's educational problems" is to work out what they mean. Take, for example, the national curriculum which the Education Secretary, Mr Kenneth Baker has been talking about in some detail. The Alliance says it has "always" been in favour of a core curriculum but it is totally opposed to Mr Baker's plan because it would lead to a national syllabus.

Presumably that means the Alliance would tell schools which subjects they should spend some of their time teaching and leave the rest to them, almost exactly the arrangement that has brought about the present situation rightly condemned by Mr Baker for producing deplorable variations in quality.

A core curriculum that does not lay down a national syllabus is meaningless, as is the Alliance's promise to "set national targets for improved

performance in examinations and ask local education authorities, together with their schools, to set local targets in the light of their circumstances". That is the alternative proposed by Alliance education spokesman, Mr Paddy Ashdown, to the attainment targets ("crude market mechanisms" he called them) which Mr Baker plans to establish for all children at the ages of seven, 11 and 14.

There is no point in laying down a national syllabus (or even a core curriculum) without at the same time taking stringent steps to ensure that it is being delivered effectively to every pupil. The combination Mr Baker proposes of tests, coursework assessment and external moderation, is the only certain way of achieving that. The Alliance, unhappily, does not seem to have the stomach for it.

Its attitude both to grammar schools and the independent sector shows a similar lack of conviction. Thus, the Alliance is against grammar schools but it is not going to make any great efforts to abolish them. It is not exactly in favour of private schools but, on the other hand, it has "no ideological convictions" against them.

Neither Labour nor the Alliance appears to quarrel with the Government's description of what is wrong with schools, with further or with higher education. The Government, however, is at last showing some conviction to put it right.

LET WHISKY CURE THIS TRADE FEVER

Mr Michael Howard's visit to Tokyo has produced nothing immediate and tangible to ease the war of words over Anglo-Japanese trade. The talks can only, however, be judged a failure in terms of the casually exaggerated and unrealistic expectations placed upon them.

The Minister for Corporate and Consumer Affairs had planned a routine visit to arrange cooperation on financial regulation. This had to be suddenly transformed into a crucial trade mission.

Mr Howard, it should be recalled, was not empowered to conduct any trade negotiations. A false link had, however, been forged between frustration over the low level of British exports to Japan, the ambitions of Cable & Wireless to lead the alternative Japanese overseas telephone network and the otherwise reasonably smooth process of improving access to Japan's gradually opening financial markets.

The Prime Minister looks certain to come under pressure in Parliament today to put the Government's strong words into discriminatory action against Japanese interests. It would be uncharacteristic of Mrs Thatcher to wish to be seen retreating at this sensitive political moment. But it would

be equally uncharacteristic for her to court cheap popularity for bellicose action that is likely to harm British interests, especially when judicious delay could promote them.

Japan's Minister of Finance has agreed to respond next month to Mr Howard's timetable for three more British firms to be allowed in the Tokyo stock exchange by the end of the year. Although London's Stock Exchange has only recently been open to foreigners, four Japanese firms are now members. The British request for parity is reasonable.

The claimed shortage of physical space should not dictate delay. Tokyo could take a lesson from London, which brought in new classes of member months in advance of their being allowed to trade fully. Japan's international stockbrokers will certainly join in pressure on their home exchange to cooperate and overcome that combination of fear and solidarity which does so much to negate the formal openness of many Japanese markets today.

A similar timetable might help resolve the Cable & Wireless impasse. It was never likely that Mr Howard would come back with a piece of paper giving the company

what it wanted. His job was to stress that the Government regarded this as a test case of Japanese openness.

Since the situation is unprecedented, certainly in Europe, it was hardly a suitable test case. None the less, within the constraints of Japanese law and the commitments already made, it would be both practical — and sensible in terms of the expertise it brings — for Cable & Wireless to emerge from negotiations with a 10 per cent share in the consortium.

Neither of these issues is a suitable or sufficient cause for a trade war. But there is one issue fully within the competence of Mr Nakasone and his allies which Britain can justly claim is a test case of the openness of Japanese markets: the discriminatory tax levied on Scotch whisky.

A compromise formula to reduce discrimination has rightly been rejected by the European Commission, which has charged Japan with violation of Gatt rules. The case is due to be presented on April 28. Japan will surely lose it. Mr Nakasone has the option of fully removing discrimination against this important British export before the case is heard. It would greatly aid Anglo-Japanese relations if he did so,

LETTERS TO THE EDITOR

How to put a stop to gazumping?

From Mr T. B. Blenkin
Sir, As an estate agent, I have an interest in the debate on gazumping (leading article, April 3). Without wishing to resurrect old bones of contention, may I make two suggestions, adherence to which would speed up transactions and reduce the likelihood of sales aborting.

First, a vendor should be fully prepared for the sale of his property when it is marketed. His solicitor should have available a draft contract, up-to-date local search, and answers to preliminary enquiries when the house goes on the market — just as for an auction.

Second, a buyer should be in a position to proceed when making an offer. Finance (subject to valuation) should be arranged and there should be no dependent house sale. A structural survey and mortgage valuation can easily be carried out within a week of an offer being accepted, during which week solicitors (or conveyancers) for both parties can iron out any difficulties arising from the contract. Thus, no need for more than seven, or at most, 14 days between acceptance of the offer and exchange of contracts.

The genuine cash buyer is seldom gazumped. But a would-be buyer whose offer is subject to a sale is always at risk; for what seller would readily pass up a subsequent (and not necessarily higher) offer from someone ready to proceed at once? The longer the delay before contract, the more likely it is that a rapidly rising market will throw up a better bid.

After 15 years of professional experience I can say with conviction that in nine cases out of 10 abortive deals are the responsibility of defaulting buyers, whose complaints are heard with a regularity which is in proportion only to their culpability.

Yours faithfully,
T. P. BLENKIN, Director,
Jackson-Stops & Staff,
23 High Petergate,
York,
April 6.

From the Secretary of the Incorporated Society of Valuers and Auctioneers

Sir, Favourable comment on the Scottish system of house purchase as a means of reducing gazumping (second leader, April 3) fails to acknowledge that there is little difference in practice south of the border except as to timing. The fact that in Scotland an offer, once made, is open to unconditional acceptance simply means that the preliminaries of arranging mortgage finance and commissioning a survey (if required) have to be undertaken beforehand. There is no guarantee thereafter either that the property will still be available

of their business, by-passing London. Their inconvenience would be more than matched by the loss of employment in the UK.

Cutting off our nose to spite our face is not a good idea.
Yours sincerely,
ALEX HENNEY,
38 Swains Lane, N6,
April 6.

From Dr J. E. Marriott
Sir, Is there any chance of changing the trading ethics of the Japanese when recent statistics showed Japan as the biggest importer of illegally culled ivory? (It comes from increasingly younger elephants).
Yours faithfully in hope,
J. E. MARRIOTT,
14 Station Road,
Birstall, Leicestershire,
April 2.

Union invaded Poland, went on to attack Finland, and then incorporated the Baltic States and Bessarabia in 1940.

It was the USSR's most lucrative, if not her finest hour. We should be most unwise to forget that cynical episode and its instructive subsequent disappearance down the memory-hole.

It may be flattering for Mrs Thatcher to be compared with Churchill, but she should not be tempted into acting like Chamberlain.

Yours faithfully,
MARK ALMOND,
Wolfson College, Oxford,
April 4.

From Mr Paul Bryant
Sir, Having worked for many years in the South-east I was disturbed to find, on moving to this area, that I regularly over-estimated the age of my patients by 10 to 15 years. There is no doubt that social hardship in a deprived area exacts a heavy physical toll.

Yours faithfully,
PAUL BRYANT,
Barnsley District General Hospital,
Gawber Road,
Barnsley, South Yorkshire,
April 2.

betting shops. There is now to be competition, a condition normal in most marketplaces, and Extel is not afraid of it.

If the information services to be provided by SIS are as good as Extel's then the competition will be healthy for everyone, so long as both companies are able to compete fairly in the whole of the market. If, however, SIS and its owners, relying on their power as being the major purchasers of information services, attempt to close part of the market for themselves, as appears to be the case, then SIS itself will be attempting to operate a controlled monopoly.

Finally, Mr Beard alleges that the big four bookmaking companies created SIS because of

Pollution off the Irish coast

From Miss Angela Flowers and others
Sir, Four months after the Kowloon sank that tanker's wreck still lies unsalvaged off the West Cork coast. The wreck's continuous leakage of 1,200 tons of bunker oil has gravely polluted a once beautiful coastline.

Local people are very bitter at being left to cope as best they can with a major environmental disaster which is plainly beyond their powers. The long-term effects on the environment, the fishing and all the local livelihoods that depend on the sea, leisure and tourism are incalculable unless the pollution is stopped.

Many passengers on the new Swansea-Cork ferry will be travelling to beaches, coves and estuaries awash with oil and littered with dead seabirds. They will be shocked to compare the polluted reality with the idyllic descriptions in the holiday brochures.

The Irish Tourist Board has a duty to make a public statement as quickly as possible. The new Dublin Government must take immediate action to stop the pollution. It must mobilise all available emergency services to help the people of West Cork in their efforts to clean up the mess.

Finally, the existing Irish maritime legislation, which has been revealed as sorely inadequate, must be quickly strengthened to prevent such a calamity ever recurring.

Yours etc,
ANGELA FLOWERS,
EDWARD SAMUEL,
CATHERINE FREEMAN,
IAN BREAKWELL,
53 Fitzroy Park, N6,
April 2.

Change of role

From Mr Graham Searle
Sir, I was interested to read (report, April 6) the reactions of Mr Porritt, the present Director of Friends of the Earth, to the news that I, the founding Director of Friends of the Earth, should be proposed to act as environmental consultant to a chemical incineration company. As sometimes happens, Mr Porritt's comments had more style than content (though his jibe that I have suddenly become "environmental wallpaper" does leave a little to be desired).

Rather than trade innuendo, allow me, via your columns, to explain to him the agreement I have reached with Rechem International, the company in question. It is that all incineration and monitoring data routinely collected by that company should be made available, on request, to Friends of the Earth, Greenpeace or any other interested parties in order to enable them to come to a considered view of the company's activities and performance.

There will be no confidentiality arrangements affecting environmental management, though commercial agreements with clients will remain, quite properly, for the company to decide without reference to Mr Porritt or to me.

A major complaint frequently voiced by pressure groups is that they are not allowed access to information. That is why their criticisms are sometimes, quite understandably, ill-informed. Rechem is prepared to provide the information they seek. If Mr Porritt thinks this a backward step, I fear he is facing the wrong way.

Yours faithfully,
GRAHAM SEARLE,
The Old Post Office,
Huntingfield,
Halesworth,
Suffolk,
April 6.

Archbishop's views

From the Reverend J. S. Reynolds
Sir, When I read your account of Mr Levin's interview with the Archbishop of Canterbury (March 30), I could not help being reminded of the last line of one of John Keble's hymns — "Save, Lord, by love or fear".

Whether we like it or not, fear is at least a behavioural deterrent. For example, recently you reported a medical opinion that fear of the earthly consequences has already slowed down the impact of Aids. As far as it goes, surely that is good and reasonable.

If the element of fear of the spiritual consequences of human sinfulness in general still took its traditional place in Anglican teaching, might not some leathery souls (perhaps many) be helped by such secondary stimulus towards an experience of God's love in Christ?

Yours faithfully,
JOHN S. REYNOLDS,
Linden Lodge,
59 St Mary's Road,
Oxford,
April 2.

dissatisfaction with Extel's services. Whether the quality of the service to be provided by SIS will match that of Extel remains to be seen.

The major bookmakers' motivation is perhaps based more on ambition for control and increased market share than the desire for a better service. Informed observers of the industry clearly see significant advantage for the big four companies in their working together.

Yours faithfully,
K. C. S. YOUNG,
Managing Director,
The Exchange Telegraph Company Limited,
Extel House,
East Harding Street, EC4,
April 1.

ON THIS DAY

APRIL 9 1886

The full report of Gladstone's speech on Home Rule occupied 11½ unbroken columns (about 20,000 words) in the paper. The Bill was debated in the Commons on 16 days; the Prime Minister spoke five times. On June 8 it was lost. Gladstone went to the country and was defeated.

GLADSTONE'S PERFORMANCE

... Yesterday's debate will be memorable not only for the speeches delivered, but for the scene outside and inside the House of Commons. To say that this or that detail was unprecedented would be to express the matter far too feebly. Never within living memory has there been so much interest displayed in a debate, such burning curiosity to know what the evening might bring forth, so strong a sense that the moment was one which would live in history, and in which therefore, it was worth while to have a share. Once or twice before have members breakfasted in the House, but that was when Irish obstruction had brought about an all-night sitting. This time the lobbies saw themselves invaded in the early morning, and in which purpose of checking Parliamentary tactics, but that members might secure a good place for the speech which was to make those tactics for ever unnecessary. At six o'clock in the morning some Irish members were already on the spot. Long before seven a portion of the small band of fortune hunters whose friends had secured them tickets were waiting in the anteroom of the Ladies' Gallery. By that time the benches of the House were covered with hats, the symbols of possession; and for the first time chairs were placed on the floor, as they are placed in the aisle of a fashionable church. It was ill for those members who did not arrive within an hour or two of seven for many of them had to remain without a possibility of hearing the great speech. Outside the scene was not less remarkable. A crowd not only filled Palace-yard, but reached up Parliament-street and Downing-street to the door of the PRIME MINISTER'S residence. It was a crowd of the most mixed character, with National League, London workmen, professional politicians, and well-to-do loungers mixed in hopeless confusion, so that when, just before half-past four, MR. GLADSTONE appeared, his reception indicated a strange mixture of enthusiasm and anger on the part of the people of London. There were not wanting signs and omens which in another age would have stirred the fears or the hopes of many. At two o'clock it was noticed that the great clock of the Palace at Westminster, the clock which gives London its time, had stopped. The sky, that had been fair before, clouded over just before MR. GLADSTONE left his house, and a drizzling shower came down with a determination against which no enthusiasm was proof. An Irish member, disporting himself on a tricycle on the terrace of the House, fell and hurt himself severely, bleeding, as his friends remarked, the first Irish blood that had been spilt in this great contest on English soil.

We have already spoken of the substance and meaning of MR. GLADSTONE'S speech. Here it is enough to say that, regarded as an oratorical display, it quite fulfilled the expectations of his admirers. He was in excellent voice, as compared with the stent in which he has sometimes been of late; and he spoke for three hours and twenty-five minutes, the House not losing a word. This for a man of seventy-seven was a marvellous performance, especially if we take into account the moral as well as mental strain of the situation, his consciousness that the eyes of all the world were upon him, and his sense of the enormous gravity of the proposals that he was laying before the House of Commons. MR. TRIVELLYAN, speaking with some literary exaggeration, declared that the speech "actually benumbed the faculties" of those who heard it.

Music endangered

From Professor H. C. Robbins
London

Sir, As a visiting professor in the Department of Music at University College, Cardiff — but one who derives from it no financial benefit — I should like to protest as loudly and publicly as is consistent with British decorum against the menaced closure of that department. Not only is it one of the largest, best-staffed and best-equipped music departments in the country, but it is also a vital part of the musical life of Wales and, as I know from long personal experience, a fundamental symbol of Welsh musical pride.

This is too important an institution to fall casual victim to the political fact whereby one university department may be sacrificed by all the others who, not unnaturally, fear that they may otherwise have to tighten their own belts. Yours faithfully,
H. C. ROBBINS LONDON,
Ffynonfryn,
81800 Rabastens,
Tarn,
France,
April 2.

Mothers and fathers

From Mr Ben Stocker
Sir, Is it not fitting that Mothers' Day should be nine months after Fathers' Day?
Yours, if I please you,
BEN STOCKER,
Glencairn, Green Lane,
Whitfield,
Dover, Kent,
April 4.

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THE TIMES INFORMATION SERVICE

This selective guide to entertainment and events throughout Britain appears from Monday to Friday, followed in the Saturday section by a preview of the week ahead. Items for inclusion should be sent to The Times Information Service, PO Box 7, 1 Virginia Street, London E1 9XN

THEATRE

LONDON

BOOKING KEY
★ Seats available
★ Returns only

COMEDY WITHOUT TITLE (1986) A hilarious double bill by York Theatre Company of Liza's last play and some Doris Folly. Young Vic Studio Theatre, 66 The Cut, London SE1 0JN. Thurs 7.30-10.45pm, Fri 8-10.45pm, Sat 2.30-4.30pm and 4-6.45pm, £5.50 for both plays, £3.75 for one play.

THE HEAT OF THE DAYS Sherrin's experience of a dramatic Elizabethan woman's world. Donmar Warehouse, 41 Earlham Street, London WC2E 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

THE HENRY VI Michael Bogdanov's impressive production of Shakespeare's Henry VI. Donmar Warehouse, 41 Earlham Street, London WC2E 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

MARCH OF THE FALSETTOS The zippy, witty musical by William Finn concerning the life of New York's first female mayor. Albery Theatre, St Martin's Lane, London WC2E 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

A PIECE OF MY MIND George Cole and Anna Carteret in a play about the life of the writer Virginia Woolf. Apollo Theatre, Shaftesbury Avenue, London W1 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

THE RESISTIBLE RISE OF ARTURO UI Gert Frongren's play about the life of the writer Virginia Woolf. Apollo Theatre, Shaftesbury Avenue, London W1 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

THE TOURIST GUIDE Inman's emotional play about a man and a woman in a relationship. Apollo Theatre, Shaftesbury Avenue, London W1 0JN. Thurs 7.30-10.15pm, Fri 8-10.15pm, Sat 2.30-4.30pm, £5.50 for both plays, £3.75 for one play.

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THE ARTS

Religion of hate

"Religious freedom" trips easily off our tongues. The sight of the Prime Minister in a Russian monastery earned the respect of many an atheist. Even being summoned by bells from our staid slumbers to be confronted by mumbling zealots taking up their missionary positions on our doorsteps can give us a warm glow of tolerant condescension. However, historically, unbridled religion has been politically oppressive as much as it has spiritually liberating.

What was most striking about *The Sword of Islam* (ITV), Granada's extraordinary two-hour investigation

TELEVISION

of militant Muslim fundamentalists, was that it gave us an understanding of how political violence can be a religious experience and of how religion can be such a potent political force (not that, with Northern Ireland, we should need reminding).

The programme opened with the painful irony of Terry Waite telling us that "true Islam does not deprive the innocent of their liberty." By the end we understood why Islamic fundamentalists, true to their faith or not, do not think many Westerners are innocent.

We were eased into the extremist mind with some relatively moderate Egyptian fundamentalists, including, of all things, a former Broadway theatre critic (that is what they said) who not surprisingly was somewhat scornful of western culture, then given a taste of bloody fanaticism with the Jihad, who killed Sadat, before moving on to Lebanon. Here again, we started with the more "moderate" Shia, liberated from the Palestinians by the Israelis only to be oppressed by them, before moving on to the awesomely extreme Hezbollah. Ironically, our understanding guide some of the way was an American colonel who spoke of his own ambivalent feelings of being bombed in Lebanon by American-built Israeli planes.

It was, however, perhaps not *The Sword of Islam's* sociological and political analysis which gave us an understanding of the emotion of religious violence as much as the film's brutally beautiful photography and almost perversely slick editing which made it both a ghastly record of, and a visual hymn to, violence. One haunting clip of bloodied faces and words was hypnotically repeated until shown in full as part of a Shia religious festival.

Andrew Hislop

Colour and vigour to overcome all

Controversy may plague Paul Simon's world tour but, as Richard Williams reports from the Albert Hall, its success is beyond challenge

Roli over, Tom Hark, and tell Karl Denver the news! Inquisitive western pop audiences have long been partial to a quick fix of music from the source, and the phenomenon of Paul Simon's *Graceland* may last no longer than Denver's "Wimoweh" in the early Sixties or the brief vogue for the marathon concerts of Sunny Ade and Fela Kuti at the start of the present decade. In the context of today's popular music, though, Simon's decision to draw inspiration from the music and musicians of southern Africa represents considerable artistic courage, even more so since his insistence that the subsequent world tour should, as he told his London audience on Tuesday evening, be devoted to his new discoveries.

It was not, as things have turned out, a bad career move. In recent years, the sudden interest in reuniting Simon and Garfunkel following a couple of artistically ambitious but commercially sluggish solo albums seemed to indicate that the diminutive singer-songwriter had lost his grip on the constituency formed by "The Sound of Silence", "Mrs Robinson" and "Still Crazy After All These Years". The besetters introverts of those days,

though, are now fully fledged young urban professionals, and *Graceland* turned out to be just the thing to fill the gap between Springsteen tours. With a single bound, Simon was once again looking at sales figures to match the massive totals of *Bridge Over Troubled Water*.

As he had shown in the Seventies with Jamaican reggae and American gospel, a bedrock of black music provides the firmest setting for his words and melodies. The Albert Hall's characteristics may have reduced some of the ensemble pieces from *Graceland* to a clarity some way below that of a compact disc, but the colour and vigour of the presentation overcame most defects — notably the occasional pretentiousness of Simon's lyrics, which can veer away from essential benightedness into an impenetrable self-obsession.

"Diamonds on the Soles of Her Shoes", for example, has a lyric conveying something less in terms of real meaning to this listener than even a gem of proto-pop inarticulacy like "Louie Louie", but on this occasion — like the more lucid "Boy in the Bubble" — it was successfully fired by the dancing guitar weaves of Ray Phiri and John Selwane, the jiving townships saxophones of Barney Rachabane



Paul Simon: artistic courage in drawing inspiration from African music

and Mike Rose, the skipping bass guitar of Bakithi Kumalo and the versatile drums of Isaac Mshali.

Two South African exiles, the singer Miriam Makeba and the trumpeter Hugh Masekela, made guest appearances in a programme that hardly stood still for an instant of its 135 minutes. The regally groomed Miss Makeba, who has been denied re-entry to her

Natal, led — in a perfect echo of Simon's line about "lancers in the jungle" — by Joseph Shabalala wearing a radio microphone attached to a headset. Most of the time, of course, it is impossible for the average British listener to know whether they are praising the skill of a great hunter or complaining about the price of imported knitwear, but their rich sound stirred every soul in the hall.

Simon joined his voice to theirs for a sequence which moved from "Amazing Grace", their overlapping harmonies flickering behind his lead like shadows from an open fire, to the fervent invocation of "King of Kings". The dying fall of the closing "Amen... Alleluia" provided a moment to which applause seemed an inadequate response.

As the entire 25-strong cast massed for a finale that included something with the improbable description of "the African national anthem", Simon — a boyish figure in plain white shirt and black trousers — stood modestly by the drum dais, quietly beating a cowbell. Earlier, Miriam Makeba had pledged "We know that in the nearest future we will have the opportunity to invite Paul Simon to perform with us... in a free South Africa". You would have to be pretty stiff-necked — although not necessarily mad or bad — not to think of what he has accomplished as good work.

Animated by ironic rage

THEATRE

Fashion
The Other Place,
Stratford

genuine respect for his talent to produce a hard-selling Tory promo.

The play is based on the thumping cliché best expressed by Shaw as "every man over 30 is a scoundrel". What makes it interesting are the sub-divisions Mr Lucie presents within the shared drift to the Right.

Paul himself, a go-getting nonentity in the 1960s, has now risen to the top of fortune's wheel. But beware, he has in his employment a supercilious young polytechnic post-mod (Akim Mogaji) who may represent the next stage. Then there is Stuart, who swallows his bile, lays off a "grand closing-down sale" of his socialist ideals; along with Eric, a turncoat former Labour MP (Clive Russell) who now massages the Conser-

vative vote from his base in the Channel Islands. Also there is Paul's sex life — which is ambiguously divided between Stuart's wife (Estelle Kohler) and Dooley, a down-and-out rent-boy he picked up at the movies.

That does not complete the cast but it is enough to show how cluttered the office becomes. Remarkably Mr Lucie does succeed in showing the team purposefully getting on with their work in the midst of bad behaviour, alcoholic and sexual interruptions, and the sight of Dooley (David O'Hara) sounding off on social injustice in his new moiré suit.

The other main achievement of the play is to generate a sequence of biting political ironies from the collisions between yesterday's and today's men. A Conservative Whip turns up and congratulates Stuart on his working-class films of long ago; indeed, by backing one of them, he was able to buy his villa in Greece.

The Whip (David Howey) is grooming a female parliamentary candidate who

undergoes a test television interview. She responds with a confident string of nursery-school Thatcherisms: whereupon, just as the audience are expecting him to pat her on the back, he explodes in exasperation and wipes the floor with her. Both in terms of personal and political definition and sheer theatrical electricity, this is a superb moment.

Elsewhere the play suffers from overkill. Mr Lucie clearly wants to show that figures like Paul have a hunger for human affection but have condemned themselves to solitude. Affection, however, lies outside this author's dramatic vocabulary. His characters come to life only when animated by derision, irony, admonition and rage.

I admire Nick Hamm's company: particularly Brian Cox's sulphurous withdrawn protagonist, Alun Armstrong's dishevelled filmmaker and Linda Spurrer as the ghostly parliamentary aspirant. Even so, the issues they raise become drowned in the monotony of personal abuse.

Irving Wardle

Revelling Romanticism

There should be more concerts like this one. And indeed there are going to be, since it was the first of a series of three which the English Chamber Orchestra are giving under the label "The Dawn of Romanticism".

The pleasure was not simply in hearing embryonic romantic music, but in hearing pieces that, although first rate, might not have made it into the 20th century at all were it not for our insatiable curiosity about things past. Yet it is so much easier to appreciate the miracle of a real, enduring masterpiece when you know exactly what it has risen above.

Raymond Leppard began the programme by conducting

CONCERT

ECO/Leppard
Elizabeth Hall

something that reflected the lighter side of romantic fancy, the Overture to *Abu Hassan*, Weber's one-act singspiel of 1810-11. In this deftly orchestrated piece the composer shows a wonderfully mercurial touch, while he is not averse to giving us the odd sensational shock, as the horns' sudden entry on a chord that abruptly alters the work's harmonic orbit testified.

This kind of sorcery, brilliantly executed incidentally,

quickly gave way to another of more overtly heroic variety. Louis Spohr wrote 16 violin concertos; like Paganini he was quite a violinist himself. The Eighth, subtitled "in modo d'una scena cantata" and composed in 1816, demonstrates his eagerness to further the technical capabilities of the performer, although the work is by no means simply empty virtuosity.

The soloist, Lorraine McAslan, was always scrupulously attentive to tonal quality, whether in the slow, central aria, the coloratura-like opening recitative or the formidably challenging, purposeful finale. And, if he could not hit every note with absolute accuracy, she surely got as near as humanly possible.

Mendelssohn breathes his spirit of freedom in a rather different way, of course. Before the suitably impetuous, powerfully driven reading of his "Italian" Symphony which ended the concert, Felicity Lott sang the concert aria "In felice", Op 94, commissioned by the Philharmonic Society in London at the same time, in 1832. This was another breathtakingly dramatic piece, and moreover it was given another stupendous performance, both well shaped and supremely athletic.

Stephen Pettitt

Spin of the Wheel Comedy

game show has distinct possibilities, although nothing is done with them that could not be predicted from the start.

Game show sagging in the ratings finds an appealing creature who starts to win. Ratings soar; then fickle audience turns against her but she keeps on winning. Specialist questions on silverware and the Marquis de Sade fail to faze her. But love eventually finds a way.

Geoff Mowrow is credited with music and lyrics and, while it is true that there are lyrics and undeniable that there is music, broken up into bits labelled "Life is a Citrus Tree" and "The Largest

Known Butterfly", some of these bits leaves a trace in the mind. Neither do they advance the action nor express character, except in so far as some are laced with a beat and others are slow and dreamy.

There are monitor screens around the stage and there is glittering pink tinsel, but that is the extent of the visual treat.

Maria Friedman is a blonde little thing with a pleasant singing voice and a sense of humour. The creepy resident star (Neil McCann) has some humour, too, as well as a muscular agility in his waist and lumber parts that enables him to sway simultaneously in theatrical distraction. Lovers of musicals will not find much pleasure here. Nor lovers of game shows either.

Jeremy Kingston

Obsessions with possessions

Owners
Young Vic

saying, wanting her baby back after signing him away. But shut your eyes and, though you might miss the sense of one scene where someone steals a carry-out, everything else going on is shown in words. Feelings are stated, often at the cost of looking felt, and scenes are long in dialogue that alternate swift cross-cut with detailed, un-interrupted speech.

In part these effects belong to the Class of '72, School of Pinter and Orton, though already Churchill's own strengths are showing. The property developer's henchman, an incompetent suicide in a bowler hat (played by the American London Wainwright) tells his employer: "The times that are unbearable come closer together and last longer. What when they all join up?" Pinter's characters would not have felt able to say that, and Orton's would never have felt it.

Churchill's characters have a ferocious obsession to them, like joke birthday candles that will not let themselves go out. Lisa (Sally Edwards) grinds on about her baby, Clegg the butcher (Dudley Stevens) plots revenge on men eyed by his wife. Other characters puff cold air at their careers, but up they pop again, as juries bright as before.

After an opening in which Annie Castledine's direction felt eccentric and the actors uneasy, the play came together when Marion the developer, first of Churchill's ruthless women, given a performance of crisp timing and swagger by Lucinda Curtis, meets her opposite, Alec (Mike Kenny), the man who desires nothing.

Clambering about a crazy set like a giant's ironing-board projected over a pyramid of white ladders, the cast manage not to fall off.

J.K.

Midsummer-nights dream

Important Sale April 22

Our Classic Spring Sale the 22nd of April contains an important collection of the national romantic art of Scandinavia. Viewing 10-21 April. For information and catalogue (all objects illustrated) please contact Mrs Axelson-Johnson, U.K. phone 0689-711 47.

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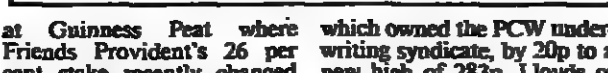
TEMPUS

Stylish Matthew Hall is looking for a buy

• Hopes are high that Lloyds Bank, which made an abortive £1.3 billion bid last year, may fancy a second bite at the apple. But Mr Holmes &

Elsewhere, the other clearing banks spent a nervous night, but managed to close above their worst levels. Barclays eased 2p to 500p, along with Midland, 6p to 603p and National Westminster, 4p to 583p. Only Lloyds managed to resist the trend, hardening by 2p to 489p.

John Samuel, the merchant bank, remained a dull market, worried by talk that FAI Insurance, the Australian financial services group headed by Mr Larry Adler, is about to sell its 14.2 per cent stake in the company. There is talk that the 12.8 million shares are up for sale and that Mr Adler has decided to concentrate his efforts elsewhere in the pursuit of his company's programme in this country. At one time, he even had a look



● **TOKYO:** Share prices surged to a second consecutive record on very heavy volume.

One observer said the last-

minute slowdown in trading was a "good sign," suggesting the market will not continue to over-extend itself and precipitate a spring correction of anywhere between 5 per cent and 15 per cent of the index's value.

The index had gained nearly 53 points in the first hour and, after a midday bout of profit-taking, powered higher again in the afternoon.

● **SINGAPORE:** Share prices rose moderately, edging up in the second half of the session to break through to a new record high. The *Straits Times* industrial index closed at 1,085.40, up 10.88.

There is, however, a strong air of confidence in most of the group's divisions now, though the priority area for expansion is the US in general, and the mechanical and electrical sector in particular. Do not be surprised to see a deal worth at least \$25 million (£15.6 million) sometime this year in the US, nor to see Matthew Hall add on a new, but core, arm to its British operations.

Given the large tax losses the group has in the US, there should be a useful impact flowing through to net earnings a share, while the group's redundancy programme — which saw £942,000 being charged against 1986 trading profits, compared with a 1985 charge of £329,000 — is now barely completed.



Bowater

The rejuvenation of Bowater is under way. Again. Investors who remember Malcolm Horsman's involvement with the company could be experiencing a strong feeling of déjà vu, but this time the figures are already suggesting that this transition is no illusion.

Just one year ago, the company's strategy was questioned and the strongest support for the share price was Hanson Trust's 11 per cent stake in the group. Today, Hanson is out, so is the pulp and paper-making business and Norman Ireland, the former BTR man, is in with definite ideas on expansion through acquisition.

The board is to be further strengthened by David Lyon, Redland's managing director, who was announced as chief executive-elect yesterday. Finding a new finance director will be one of his first priorities.

Given the board's ambitions, the key figure in yesterday's results was the gearing. Selling its paper interests and a half-share in the Scott tissue venture brought in £98 million and also removed £52 million of borrowings, so the net gearing comes down from 42 to 15 per cent. That gives the company lots of room to buy its way into further growth as well as developing its existing business.

The increase in earnings per share from 20.7p to 27p and the improvement in return on net assets from 12.1 to 14.1 per cent indicate that the organic growth is already well under way.

An analyst from Mars, discovering Bowater, might wonder what an apparent illogical collection of packaging, builders' merchandising, freight-forwarding and Australian tissue-makers had done to deserve a historic p/e of about 20. The answer is that it has finally established its right to join the renaissance of the paper industry.

[illegible]

EQUITIES		MIL (144p)	197	TSS Group (100p)	89½-91
Admiral Corp (150p)	174	Makita (130p)	183-3	Vision (140p)	159-160
Ancours (80p)	175	Melville (114p)	125-1	Wilson Bowden (130p)	140
B Airframe (80p)	332½-333	Morphy Asset	181-3	Wythevale New (120p)	18
Burford (80p)	168	Miles PLC (50p)	130		
Cash Invest (130p)	159	Nabo (162p)	181-4	RIGHTS ISSUES	
Capital Radio (115p)	177-178	Pearsons (180p)	170-4	Alconite F/P	67-1
Castle Comm (200p)	218	Plum Hedges (150p)	100	City Site Est F/P	211p
Dale Group (110p)	123-3	RCP (50p)	100	DPCE F/P	211p
Dentons (115p)	177	Reynolds Beauty (200p)	100	Kestrel N/P	42+1
Hewitson (70p)	60	Refinace Ltd	168-3	Lafayette M/P	42+1
Hobson Pub (250p)	370	Sanders Sydney (100p)	145	New Ind M/P	68+1
Hornby (100p)	113	Stannardville BC (210p)	250-3	PHZ F/P	43
Ipsley (115p)	158	Stratler & Co (20p)	172	Whidney F/P	43
Jon & Metro (145p)	248-2	Thomson G W (135p)	162	(Issue price in brackets).	

Dow's partial recovery

New York (Agencies) — Blue chips regained their momentum as new highs in the Dow Jones industrial average were struck by the trading yesterday. But the broader market followed a more cautious route as doubts about interest rates and inflation lingered. Airlines were mostly higher and pharmaceuticals slipped, which took a

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Blagden Industries PLC

<i>Results for year</i>	1986	1985
	2000's	£000's
Turnover	135,427	119,896
Profit before taxation	5,043	4,161
Profit after taxation	3,796	2,171
Dividends per share	7.2p	7.2p
Earnings per share	12.9p	8.0p

I am pleased to report a significant recovery in the profit of the group for 1988 which at the pre-tax level increased by 45%.

We are very pleased with the performance of our International Packaging Division and the outlook for the UK Packaging Division has been much improved.

The excellent performance of the Chemical Division continued with a further advance in turnover and profit.

For the Group as a whole I am confident that encouraging progress will continue to be made in the current year.

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هكوان من الاصم

Saunders secretly agreed to be paid £3m, Guinness says

Guinness alleged yesterday that Mr Ernest Saunders, the former chairman and chief executive, had "secretly" agreed with another director that he should be paid £3 million.

Mr Shaun Dowling, an executive director of Guinness made the allegation in a statement, on behalf of the company, in the first day of a hearing before Lord Justice Browne-Wilkinson, Vice-Chancellor of the Chancery Division.

The judge is being asked by Mr Saunders and Mr Thomas Ward, a fellow director, not to continue "asset-freezing" orders obtained by Guinness on March 18 which temporarily froze property or assets owned by them up to £5.2 million, the amount paid from Guinness funds into a Jersey bank last May in connection with the company's takeover of the Distillers Company.

Further orders required Mr Saunders and Mr Ward to disclose the "present whereabouts" of the £5.2 million, to repatriate that sum, or any part of it, and hand it to Guinness lawyers. The end of the hearing has been set for compliance with these orders.

Mr David Oliver, QC, for Guinness, told the judge that the £5.2 million was paid to a Jersey company, Marketing and Acquisition Consultants (MAC), at Mr Ward's request. The payment was purportedly made in respect of advice in relation to strategy and execution in respect of the successful acquisition of Distillers, he said.

The payment was approved by Mr Oliver Roux, a Guinness director with responsibility for financial affairs, on the authority of Mr Saunders and with the knowledge of, and at the instigation of, Mr Ward.

Information on the money after payment on May 23 was incomplete, Mr Oliver said. In July, Mr Ward caused £3 million to go into a bank account held by Mr Saunders in Switzerland, where it stayed until November when Mr Saunders caused it to be

transferred to another Swiss account.

In December, Department of Trade and Industry inspectors were appointed to investigate payments of £25 million made by Guinness.

Mr Oliver read out a sworn statement by Mr Shaun Dowling, an executive director of Guinness, on behalf of the company.

Mr Dowling said he had become apparent to Price Waterhouse, the company's auditors that a number of substantial payments — about £20 million — had been made by Guinness which called for investigation.

The largest payment was the £5.2 million paid out to MAC in May with an invoice approved by Mr Roux.

Mr Dowling said Guinness believed Mr Saunders came into possession of £3 million with Mr Ward's knowledge.

"Guinness suspects that Mr Saunders and Mr Ward were at all times agreed that £3 million of the £5.2 million should be paid to Mr Saunders," he stated.

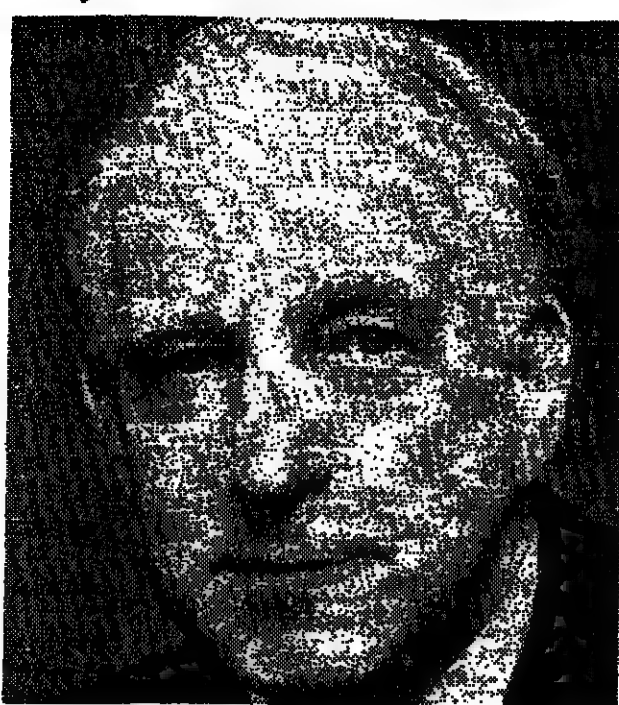
Mr Dowling said that, while he appreciated that this was a grave allegation to make against Mr Saunders, the former chairman's explanation in respect of his receipt of the money was "so unconvincing" that the company was driven to entertain the suspicion.

Mr Philip Heslop, QC, for Mr Saunders, read out a sworn statement by Mr Saunders, who described himself as "a marketing man".

He stated: "I'm not a man versed in financial and City matters and therefore recruited a well-versed and proven team under Oliver Roux to deal with the financial side."

When he joined Guinness as managing director in 1981, he said, it became clear to him that there was no management of any calibre and no reliable data on which to base decisions.

Mr Saunders said he brought in management ex-



Ernest Saunders: 'not versed in financial and City matters' — he said, but he found it necessary to substantially to delegate matters.

Mr Roux, an "outstanding financial analyst," was the source of the "unsubstantiated allegations" on which Mr Dowling's statement relied.

Mr Saunders said he was happy to entrust the financial side of Guinness affairs to Mr Roux and his team. As chief executive, he would not expect to be involved in the payment of invoices by Guinness. Nor would he have expected to see invoices rendered to Guinness.

He had not seen the £5.2 million MAC invoice.

Mr Roux's influence and authority peaked at the time of the Distillers bid, said Mr Saunders, and it was untrue and misleading to say Mr Roux was just his assistant.

Mr Roux had wide discretion to take decisions over financial matters.

Having embarked on the Distillers bid, said Mr Saunders, he played his part with all the energy and enthu-

achievement of the Distillers takeover.

He said the fee paid to Mr Ward was "amply justified." Mr Ward's services were invaluable and he knew it. The Guinness Board would have paid any fee he had asked.

Mr Dowling had underestimated Mr Ward's role, "quite unfairly," stated Mr Saunders.

"I did not intend or expect that proper procedures — financial or legal — should be bypassed. I am unable to explain why a payment was made without — as appears to be the case — being approved," he said.

There is no advantage in making a payment of that kind without obtaining appropriate approval in that manner.

At the beginning of his statement, Mr Saunders strongly denied the allegations of fraud and breach of trust which had been made against him and which had attracted "continuous, ill-informed and damaging publicity."

He submitted that the temporary legal measures obtained against him by Guinness would never have been granted if Guinness had given the "true history" of the matter.

He was determined to discharge his obligations to Guinness and its shareholders whatever obstacles were put in his path and whatever "tactics" were resorted to.

The Guinness staff had been warned not to speak to him, in any circumstances, and although he remained a director he was not given notice of Board Meetings or access to them and not given access to company documents.

He had co-operated fully and candidly with the DTI inspectors, he said.

Before the litigation began, he added, Guinness had been informed that the £5.2 million was in America under the control of Mr Ward, so it was unnecessary to freeze his assets.

The hearing continues today.

Rolls-Royce restored and regenerated

Unlike some of the Government's previous privatization issues, the fundamentals at Rolls-Royce look attractive. Not only is the direction and style of the business vastly different from the company rescued by the Heath Government in 1971, the quality of the earnings is much improved. The one legacy of the aero-engine group's past misfortunes is £675 million of tax losses, which can be usefully offset against future profits.

Rolls-Royce now has a comprehensive product-range, serving a wide variety of customers and markets. Exports accounted for 70 per cent of the business last year. Even more significant, in the light of the descent towards bankruptcy in 1971, Rolls-Royce management has developed a more sophisticated approach to the risks inherent in a high-technology business competing in a world market. The cyclical nature of the aero-engine business is reduced by the fact that spares make up a third of group sales and they carry a higher margin.

Moreover, military spending — about 40 per cent of sales — is expected to be steady for at least the next few years, while demand from the civil sector — again about 40 per cent of turnover — is strong. It is Rolls-Royce's aim to have a competitive engine in all major areas of the market.

Cost savings have been an important part of the group's recovery, both in the manufacturing process and in the management of inventories. The

Government's contribution to r & d will be lower over the next few years. The company, which writes off r & d expenditure against profits in the year in which it occurs, will probably find that spending under this critical head will become an increasing, though necessary, burden. It has to keep the technological edge it has established with products such as the wide-cord fan-blade if it needs to develop a new generation of engines for the 1990s. Forecasts which overlook the r & d factor are too ambitious.

Despite the now-familiar advertising campaign ahead of the issue, Rolls-Royce is not aiming at the amateur investor. A substantial proportion of the shares will be placed with institutions, although, if public demand is overwhelming, some of the institutional allotment will be clawed back.

Taking the £148 million *pro-forma* profit for 1986, it is hard to see Rolls-Royce making less than £155 million this year, a figure rising more strongly to about £175 million the year after. On this basis, the likely, fully-paid price of between 150p and 160p, which would bring into the Exchequer's coffers between £1.2 billion and £1.3 billion, puts the shares on a price-earnings ratio of under 10 times. Comparable companies command ratings of nearer 12 times' earnings, so there is plenty of room for appreciation — a good reason why the public should not be too easily put off.

Revenue scents blood

The banks are not giving up without a fight. In the Budget, Nigel Lawson announced a tightening up of the tax treatment of a large chunk of overseas lending by banks in London. The banks kicked up an immediate fuss and last week the British Bankers Association met officials of the Inland Revenue.

Apart from their natural reluctance to accept any new tax burden, the banks needed to know more about the proposal. What the new provisions do is stop them charging tax credits on overseas loan interest against their whole profits. Instead credits would be charged only against the profit on individual loans. Banks would be given twelve months to adapt to the new arrangements. This is nowhere near enough time, say the banks, in which to renegotiate the terms of many loans which depend on the existing tax structure to be at all profitable. The Inland Revenue was unimpressed. In exasperation the BBA is hoping to meet Ian Stewart, Economic Secretary to the Treasury, tomorrow to press its case. It will be asking for the Budget proposals to be withdrawn. In private, they do not expect to get much more than a longer lead-in time for the measures.

Details in yesterday's Finance Bill

suggest that there is room for compromise over the calculation of profit on a loan. When an exact profit is difficult to calculate a "just and reasonable" estimate can be made of the financing costs. The Revenue could choose to be lenient on this. Otherwise, the areas for real negotiation seem distinctly constricted.

The matter is significant for bank profits. Nearly £190 billion in overseas loans was outstanding at the end of last year. Loss of the tax relief would make many loans unprofitable and reduce the supply of new lending.

The Government needs to tread a delicate path to preserve existing business in the City. While British clearing banks would be deeply affected by the tax move, American banks in London would also suffer. The British may loyally change their lending procedures (or they may not) but the Americans could easily choose to continue their tax deductible lending from some other financial centre.

At the same time, Lloyd's of London is also lobbying the Revenue, and is preparing to rally its numerous sympathizers in Parliament. It is afraid that the proposal to tax premiums on reinsurance to close will prove to be a bigger burden than anyone expects.

Norcros hits back at Williams bid

By Cliff Feltman

Norcros, the besieged mini-conglomerate, yesterday launched a fierce attack against the unwanted £500 million takeover bid from the much smaller Williams Holdings.

Norcros estimated that its profits before tax for the year just ended were 17 per cent up at £53 million, and earnings per share 31 per cent higher at 28p.

The dividend for the year was put at 12p, a rise of 29 per cent.

The chairman, Mr Ken Roberts, in a hard-hitting defence, said that the Williams bid was not only inadequate but that it also failed to understand the Norcros business.

He said: "The Williams strategy appears to revolve around the acquisition of companies where short-term and unrepeatable benefits can easily be obtained by rationalization, disposal, and cost-cutting."

He said this would not work at Norcros, which takes in the

UBM builders' merchants chain, critical windows, wall tiles, and print and packaging operations.

"Williams has been put together so quickly, and in such a haphazard fashion, that one must question the ability of the management to run even the Williams group as it stands today — could it possibly manage a group of the size and complexity of Norcros?" he said.

Norcros also claims that the cash offer from Williams values it at a "derisory price/earnings multiple of 14.3, compared with the price/earnings multiple of 19.1 for the FT-Other Industrial Materials sector in which Norcros is classified."

Mr Roberts also turned his attack on the Williams share price, which he claims has not performed as well as Norcros or the rest of the stock market.

In the market, Norcros shares fell 6p to 494p and Williams eased 10p to 802p. This values the terms of Williams's share offer at 465p.

Epwin to raise cash via USM

By Michael Tate

Britons are spending £1.25 billion a year on replacement windows, and nearly 40 per cent of that goes on maintenance-free uPVC windows. About 10 per cent of them are produced by the Painsent-based Epwin Group, which was founded 11 years ago by Mr Jim Rawson, formerly a technician with Decra.

Now the Devon group is being floated on the USM.

Epwin buys 75 per cent of its window parts from West Germany, and wants £22 million to help pay for its own £7 million plant at Telford.

At the same time, Mr Rawson is selling 652,000 of his own shares, trimming his holding from 57 per cent to 45.8 per cent, for £1 million. His co-directors are selling some shares, too. Altogether 3.15 million shares are being placed at 155p each, valuing Epwin at £21.9 million.

The company made profits of £1.83 million in 1986 on a turnover of £23.9 million.

Pineapple back in black after buy

By Jo Joseph

Pineapple Group, the diversified dance studio and marketing company headed by Ms Debbie Moore, has stepped back into the black thanks largely to its £7.4 million acquisition of the promotional products company Premium Pen, which makes giveaway pens and calculators stamped with clients' logos.

Pineapple, whose fortunes waned when keep-fit fanatics lost interest in aerobics, yesterday reported pre-tax profits for the half year ended January 31 of £277,000. But comparisons with previous figures are made meaningless by February's acquisition.

A year ago, Pineapple announced half-year losses of £68,000. Had Premium been part of the group during that half-year, profits would have been £179,000.

Once again there is no dividend. Shareholders last had a payout in July 1985.

The purchase of Premium Pen followed Pineapple's £3 million acquisition of Golden

Key Promotions and underlined the group's strategy of diversifying away from dance studios into service-based industries.

Pineapple said half-year profits from the original dance operations were hit by changes in VAT rules.

FREE TRIAL OFFER

Why you didn't turn £500 into £94,474 in less than four years!

Let's imagine that in the Autumn of 1982 you took out a free trial subscription to our weekly newsletter STOCKMARKET CONFIDENTIAL. The invested £500 and three years nine months later you had made a colossal profit of £94,474. Impossible? Assuming that you bought and sold at the mid price, it was possible — here's how you did it.

£94,474. Over the next 10 months your record looked like this:

Share Bought	Share Sold	Date Bought	Date Sold	Profit
Overseas	4995	01/11/82	04/04/83	£236,045.58
Southend Stadium	137185	11/02/83	7/4/83	£53,121.72
Comet	110285	02/06/83	10/7/83	£27,047.75
Wills & Potters	252285	15/08/83	28/9/83	£78,578.51
John Pann Group	22485	10/09/83	27/9/83	£34,074.04

*An allowance of 414p has been made for dealing costs.

And that's how you could have — in the space of less than four years — turned £500 into an amazing £94,474! There would have been some tax to pay but with a capital gain of that size it's almost a pleasure to pay the Inland Revenue.

The story is imaginary but the investment facts are true. All the buy/sell recommendations you followed appeared on the dates shown in STOCKMARKET CONFIDENTIAL. And you might have done even better — we've left out some of our best recommendations: Albion (up 315%), JSD Computers (447%).

THE SECRET OF OUR SUCCESS...

...is knowing the right time to sell and take profits. True, some of our shares continue to rise after we sell — normally at a much lower rate than before. Others drop back in price dramatically. ... Samuelson Group for instance has dropped from the 755p we sold them at down to as low as 148p.

The only way to make money on the stock market is to have reliable advice and the ability to move fast, before the word gets around and prices rocket.

In STOCKMARKET CONFIDENTIAL we make buying and selling recommendations, offer sound investment analysis and, most important of all, suggest one or more "Hot Tips" for the week.

FOLLOWING THE EXPERT'S EXPERT

In November 1982 you accepted a free trial subscription to STOCKMARKET CONFIDENTIAL. After monitoring the success of our tips for the first four weeks you were then confident enough to take the plunge. You invested £500 in a penny share, Samuelson, tipped in our issue of December 22. A few weeks later the shares had gone up from 12p to 52p and we advised you to sell. You found yourself with a tidy profit of £2,068.

Being prudent you waited a month or so before having a second go. You then followed another of our penny share tips, Dollands Photographic, and invested the whole of the £2,068. Ten weeks later the shares had gone from 78p to 155p. You sold on our advice, and your original £500 had risen to £3,924.

Faithfully following our buy/sell recommendations you then saw your capital quickly multiply:

Share Bought	Share Sold	Date Bought	Date Sold	Profit
Technique	1000	01/01/83	01/01/83	£1,000.00
Samuelson Group	147104	23/01/83	09/02/83	£13,367.00

*An allowance of 414p has been made for dealing costs.

After this major success you decided not to put all your eggs in one basket. So you spent £12,607 buying Lancia at 17 1/2p, keeping back £760 to take a small plunge with WSL (another profitable prospect), buying 2000 shares at 38p. But whoops! Seeing the share drop to 37p after a month's feeling of panic made you sell — losing you £54. If you had waited a few more weeks you would have taken a profit of £290. Then on July 10, you decided to sell Lancia at 40p, yielding you £27,519, and you resolved to go back in at the earliest opportunity.

WHY YOU CAN ACT WITH SUCH CONFIDENCE

Following our tip on July 17 1985 you invested the entire proceeds from the sale of Lancia and WSL — £28,225, in Greene King & Sons. Eight weeks later, when we told you to sell, the share had risen from 162p to 216p and you found yourself sitting on a small fortune of

Video nasties

Most people buy videos so that they can watch their favourite movies without being constantly interrupted by advertisements. But, believe or not, the latest thing in the States is half-hour videos of non-stop ads. Called FreeVees, they will be going into 1,000 video shops coast-to-coast during the next couple of weeks and will be lent to customers free of charge. Advertisers are paying £22,500 (£13,888) to have their products put on 1,500 tapes, and circulated for three months. Let us hope this is one American idea which does not catch on here.

Name dropper

Red faces at Newtownards in County Down yesterday as FA Wellworth and Co, the Ulster retail chain owned by Dee Corporation, reopened the biggest covered shopping centre in Ireland, recently acquired from FW Woolworth. At a cost of £1.300 for the day, page three, topless model Linda Lusardi was flown in to perform the ceremony, where she proudly proclaimed "This Woolworth's store open."

Carol Leonard

Bonds, bondsmen and bondage

The City's bond market has taken on a new meaning after a dinner last night at Merchant Taylors Hall. More than a hundred sombre-suited City gents from all corners of the Square Mile turned out to make it the best attended "Bond Club" dinner ever. The masters of the bond-dealing world — daily handling millions of pounds of gits, Eurobonds and US Treasury bonds — were gathered to hear Britain's most infamous mistress of the red light world speak. The star attraction was none other than Mrs Cynthia Payne — known affectionately as Madam Cyn — who had travelled into the City from her Edwardian home in Streatham, to deliver her considered thoughts on, you've guessed it, "Big Bang."

Sore point

An unfortunate accident involving the Trade Minister, Alan Clark, has caused considerable mirth among the lesser echelons at the Department of Trade. Clark, who celebrates his 59th birthday on Monday, badly injured a hand while using a hydraulic log splitter to chop logs on his 14th century Kent estate, Saltwood Castle. The hand has been saved but Clark has since been walking round with it in a sling and

THE TIMES CITY DIARY

may need a skin graft. It so happens that the accident occurred just as the Consumer Minister, Michael Howard, was speaking at a Royal Society for the Prevention of Accidents function about safety in the garden.

Fitching

David Owen may have egg on his face following Mrs Thatcher's denial that May 7 would be election day, but Rodney Fitch, joint managing director of design consultants Fitch & Co, is a much relieved man. Fitch, acting for the other David and the Liberal

Party, has been commissioned to create a new identity for the party. It won the account when an amateur competition among Liberal Party members failed dismally. Yesterday, Fitch said: "I need until October at least. If it had been called for May, the campaign would not have been ready — and all our hard work would have been wasted."

● The troubles facing jet-setting arms dealer Adrian Khashoggi seem to be growing daily. He has been forced to file under Chapter Eleven — for protection from his creditors — in the United States, his staff around the world complain that they haven't been paid for weeks and now he is having to suffer a new nickname among his friends on the international circuit — Oogi No Khash.

USM widow

Every chairman bringing his company to the USM complains about burning the midnight oil, and Jim Rawson, aged 43, founder of the Epwin window replacement group, whose shares will be quoted for the first time next Wednesday, is no exception. Even his honeymoon was sacrificed. Jim married his second wife, Claire, just a week ago, in between stints with his lawyers and accountants. "We got



"I'm telling you — the City really is becoming a bit of a jungle!"

STOCKMARKET CONFIDENTIAL

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Pretax profit tops £6m at Lamont

Lamont Holdings, the rapidly growing textile, property and engineering group based in Belfast, turned in another buoyant performance last year, lifting pretax profits from £4.6 million to £6.2 million on turnover up by 51 per cent to £70.2 million.

Encouraged by the fact that the company has comfortably outperformed its budgets so far in 1987, Sir Desmond Lorimer, the chairman, is looking forward to another burst of growth this year and some City analysts were yesterday predicting that the company could bring in 1987 profits of £8 million.

Sir Desmond is particularly pleased that borrowings at the end of 1986 were held down to only 25 per cent of shareholders' funds despite the heavy borrowings which Lamont inherited when it acquired Shaw Carpets of Barnsley, South Yorkshire, last April for £6 million.

Earnings per share rose from 19.02 to 22.56p and the company is paying a final dividend of 4p, making 5.5p-1p higher than for 1985.

In brief

● **M&C CASH & CARRY:** Final dividend 2.49p, payable on May 29, making 3.55p for 1986, as forecast. With figures in £000: Turnover 60,567 (59,456). Pretax profit 1,004 (670). Earnings per share 11.72p (10.43p). The group's flotation on the USM last year raised £1.86 million of new capital which has been used largely towards the purchase of the freehold interest in units at the Haydock, Merseyside, depot.

BASE LENDING RATES

ABN	10.00%
Adam & Company	10.00%
BOCI	10.00%
Chitank Savings	12.45%
Consolidated	10.00%
Co-operative Bank	10.00%
C. Hoare & Co.	10.00%
Hong Kong & Shanghai	10.00%
Lloyds Bank	10.00%
Nat Westminster	10.00%
Royal Bank of Scotland	10.00%
TSB	10.00%
Chitank NA	10.00%

† Mortgage Base Rate.

This notice is issued in compliance with the requirements of the Council of The Stock Exchange

TRIBUNE INVESTMENT TRUST plc

(Incorporated in England under the Companies Acts, 1862 to 1986: No. 27136)

Issue by way of placing of £15,000,000 9% per cent. Debenture Stock 2012 at £88.248 per cent. payable as to £30 per £100 nominal of Stock on acceptance and as to the balance on or before 9th October, 1987

Application has been made to the Council of The Stock Exchange for the whole of the above Stock to be admitted to the Official List.

Listing Particulars in relation to the Stock will be circulated by Exel Financial Limited and copies may be obtained during normal business hours on any weekday up to and including 23rd April, 1987 (Saturdays and public holidays excepted) from:

Baring Brothers & Co., Limited 8 Bishopsgate, London EC2N 4AE	Tribune Investment Trust plc 8 Bishopsgate, London EC2N 4AE	Baring Securities Limited Lloyds Chambers, 1 Portico Street, London E1 5DF
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and, for collection only during normal business hours on 10th and 13th April, 1987, from The Company Announcements Office of The Stock Exchange.

9th April, 1987

Brixton Estate

International investors in commercial property

ANNUAL RESULTS 1986

	1986 £'000	1985 £'000
Net Rental Income	22,850	19,424
Profit after Taxation	8,054	7,085
Earnings per Share	9.79p	8.61p
Value of Investment Properties	£344 million	£283 million
Net Asset Value	£185 million	£162 million

- 17.6% increase in net rental income.
- 13.7% increase in profit after tax.
- 14.2% increase in net asset value.
- Final dividend of 3.90p per Ordinary Share proposed, making a total dividend for the year of 6.50p per share - an increase of 15.0%.
- Valuation surplus on completed and let properties - £22 million.
- Funds available to finance all current commitments.

The above figures constitute an abridged version of the year's results. The full accounts which will be posted to shareholders on 8th May 1987 have not yet been reported on by the Auditors. They will be filed with the Registrar of Companies following the Annual General Meeting to be held on 2nd June 1987.

Brixton Estate

Baker's credibility problem

ECONOMIC VIEW



Squaring up: James Baker and Yasuhiro Nakasone



The credibility of Mr James Baker, the US Treasury Secretary, in his talks this week with other finance ministers in the Group of Seven and the International Monetary Fund is rather undermined by what is going on today on Capitol Hill. He has been urging the countries in trade surplus, particularly Japan, to stimulate their economies more.

But today's debate in Congress on the US budget takes place in the context of a long history of resistance by the Administration to cutting the budget deficit in the only way which is likely to work - by raising taxes.

The issues are two halves of the same problem. To a considerable extent the massive trade imbalance between the US and Japan and West Germany reflects not only the consequences of previous over-valuation of the dollar but also America's enormous budget deficit. The US has been urging the surplus countries to reduce but its own success in fiscal deflation has been much less than intended.

Although this year's deficit will be lower than the peak level of \$220 billion (£135.97 billion) last year, it is turning out way above the intended

level of \$145 billion. Most people expect about \$170 billion.

The budget for fiscal 1988, which begins in October, is scheduled under the Gramm-Rudman legislation to cut the deficit further, to \$108 billion. But everyone knows the deficit will not be anything like that low, even if some spurious arithmetic can be devised to suggest it might be.

The politics of taxation and spending faced by the Reagan Administration at this stage in its life are in some ways very similar to those which the Thatcher Government confronts. Not that the deficits are at all of the same magnitude. The British Government has borrowed requirement to a level consistent with keeping the accumulated burden of debt under control even at zero inflation and which will not pose any problems of financing. The same cannot be said of the US deficit.

Nevertheless the development of policies on public spending and taxation of both conservative governments has been similar. Both have put cutting tax rates at the centre of their political appeal. Both have tried to curb public spending (with the exception,

is not always apparent from the other side of the Atlantic. A sample of common attitudes appeared in *The Washington Post* earlier this week which referred to "Japan's deliberate strategy to dominate computer and semiconductor technology" quoting in support a CIA analysis of Japanese high technology.

On Monday week the Trade Bill reaches a crucial stage in Congress. The Administration has been fighting hard against a catch-all clause which would facilitate protectionist retaliation on a wide front. If Administration officials were unsure about the likely effects of protectionism before, they were in no doubt after Wall Street's panic reaction to the trade skirmish over semi-conductors recently.

But with the need to prevent nonsense creeping into the Trade Bill, they cannot afford to lay themselves open to the criticism of going soft on Japanese trade practices.

These domestic pressures on the Administration explain a great deal about Mr Baker's apparently fluctuating commitment to the Paris accord and defence of the dollar. His is the characteristic posture of

finance ministers the world over of playing one tune to his political supporters and another to the financial markets simultaneously.

If he is seen too energetically to prevent the yen from rising, he may end up with a protectionist Trade Bill. If, on the other hand, he allows the market to conclude that his commitment to the Paris accord is only skin deep, he risks another flight from the dollar and further adverse movement in the terms of trade which, in the short run, will make the trade deficit worse, not better.

The reality seems to be that for the time being he is convinced that attitudes are slowly changing in Japan. He appreciates the political difficulties in which Mr Yasuhiro Nakasone's government finds itself at home.

And he notes that most of the pressure is for dropping the VAT-type sales tax which the Japanese government is proposing. If that were abandoned, depending on what alternatives were put in place, the effect would be stimulatory rather than the reverse.

Rodney Lord

Economics Editor
in Washington

APPOINTMENTS

Croda Cosmetics & Toiletries: Mr TA Brock has been appointed managing director.

Mr WP Crichton becomes managing director, The Standard Soap Co. Mr Franz Thalmann becomes managing director, Kolmar Europe. Mr TD Johnson becomes managing director, Richards & Appleby.

Air Call Telecent/Allen Computers: Mr Chre Lands is made managing director.

Henderson Security: Mr Tom Dodd succeeds Mr Norman Parker as managing director.

Warnford Investments: Mr Leigh Sebba becomes managing director, succeeding Mr Max Sebba who continues as a non-executive director and consultant.

Serck Audco Valves: Mr Colin Millington is made

managing director. Mr Geoffrey Thompson becomes sales director.

Herbert Smith: Mr Dominic Clarke, Mr Trevor Turtle, Mr Michael Kingston, Mrs Caroline Goodall, Mr Tim Bellis, Miss Tessa Mayhew, Mr Tim Parkes, Mr Martin Baker, Mr John Bessier, Mr Robert Shute, Mr Simon Kinsley and Mr Roger Leyland join the partnership.

Britvic Corona: Mr JW Angles becomes managing director. Mr DL Carkhill is made operations director, distribution and dispense; Mr JE Lewis operations director, production & technical; Mr A Smith personnel director; Mr GEV Martin purchasing director; Mr SJ Davies corporate planning director; Mr RS Eccles finance director; Mr MA Uttridge sales director; Corona sales force; Mr BA Boone sales director, Britvic sales force; and Mr PW Gibbs marketing director.

Flaxtons (GB): Mr John Pepper has been appointed chairman. Mr David Matthews is made group managing director. Mr Colin Cowdery, Mr Neil Beraford, Mr Trevor Reave and Mr Richard Batterbury become executive directors. Mr Eric Flaxton becomes non-executive president.

Ove Arup & Partners: Mr Tony Fitzpatrick, Mr Mike Taylor, Mr John Thornton, Mr John Harvey and Mr John Leader join the board.

Colchester Lathe Company: Mr MJ Bradford has been appointed managing director.

HTV: Mr Patrick Dromgoole becomes managing director. Mr Huw Davies is appointed chief executive, HTV Wales.

NM Rothschild & Sons: Mr John Bishop, Mr Paul Folkes Davis, Mr Peter Johns, Mr Keith Palmer and Mr James Yates join the board.

Ogden & Co: Mr Stewart Wilson and Mr Jim Hetherington join the board. United Distillers Group: Mr Ian Ross has been appointed managing director, John Walker & Sons and James Buchanan & Co. Mr James Wolfe Murray is made managing director, White Horse Distillers and Macdonald Greenlees. Mr David Jones becomes managing director, John Haig & Co, William Sanderson & Son, J & G Stewart and associated companies, John Begg and associated companies, and Peter Dawson and associated companies. Mr Bob Filby becomes managing director, Tanqueray Gordon & Co, Charles Tanqueray & Co, Booth's Distillers, J & J Vickers & Co, and John Wamey & Co.

Tipton & Coseley Building Society: Mr Christopher Martin succeeds Mr Stuart Eaton as chief executive.

MONEY & GOLD

Three Month Sterling: 97.00-97.05

Three Month Eurodollar: 92.20-92.25

Three Month Eurodollar: 92.20-92.25

Three Month Eurodollar: 92.20-92.25

Three Month Eurodollar: 92.20-92.25

THIRD MARKET

1986 High Low Company

High	Low	Company	Price	Offer	Change
450	180	Abacus Group	370	410	-5
50	10	Abertan Am Petrol	29	32	N/C
120	110	Allied Insurance	105	115	N/C
60	26	Cassidy Commercial	55	65	N/C
80	24	Crown Beach	62	67	N/C
190	121	Edinburgh Inv	180	190	N/C
63	10	Egmont Oil Ireland	41	43	N/C
41	8	Do Warrants	25	27	N/C
29	17	Publishing Holdings	28	28	N/C
57 1/2	46	Thames Holdings	53	64	N/C
133	114 1/2	Unit Group	112	117	N/C

TRADITIONAL OPTIONS

First Dealings: Last Dealings: Last Declaration: For Settlement: 9th April 1987

Call options were listed on 8/4/87: Property, SOAB, Control Sec, Persone, Metelwars, Wiggins Group, Camerage Inst, Foster, Reedice, Welcomes, Black, Leavins, Gibb House, Jarvis J, Cornman Bros, Poles, Intest J, Woodpeck, Sappines, Warrford Cent, Owners Abroad, Sound, Dufours, Tronard, CASE, Osborn Estates, Westbury, Cronin Group, Rockwells, Harwell Group, United Guar, Ames, Broth, Regan, Ashley Inds, Glast Auto, Property Trust, Bentley AG, Ash & Winton Group, Piret Lyle Shipping, Hilliers, Piret & Co, Amsted, Owners Abroad.

LONDON FINANCIAL FUTURES

Three Month Sterling: 97.00-97.05

Three Month Eurodollar: 92.20-92.25

Three Month Eurodollar: 92.20-92.25

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Three Month Eurodollar: 92.20-92.25

FOREIGN EXCHANGES

STERLING SPOT AND FORWARD RATES

STANDING SPOT AND FORWARD RATES			
Market rates April 8 April 8	Market rates April 8 April 8	1 month 1 month	3 months 3 months
N York 1.5120-1.5180	1.5120-1.5180	0.51-0.49p	0.51-0.49p
London 2.1081-2.1182	2.1081-2.1080	0.56-0.48p	0.56-0.48p
Frankfurt 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Paris 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Geneva 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Basel 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
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Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Amsterdam 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Antwerp 2.1081-2.1182	2.1081-2.1182	0.56-0.48p	0.56-0.48p
Brussels 2.1081-2.1182	2.1081-2.1182		

Problem

THIRD MARKET

OPTIONAL OFFERS

FINANCIAL RISK

Portfolio Gold

From your portfolio card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches, you have won outright or a share of the total daily prize money stated. If you are a winner, follow the claim procedure on the back of your card. You must always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Anglia TV 'A'	Cinema, TV	
2	Bentalls	Drapery, Stores	
3	Hall Eng	Industrials E-K	
4	SA Breweries	Breweries	
5	APV	Industrials A-D	
6	Guinness (aa)	Breweries	
7	Morgan Grenfell	Banks, Discount	
8	EMAP	Newspaper, Publs	
9	Costain	Building, Roads	
10	Plessey (aa)	Electronics	
11	Lang (J)	Building, Roads	
12	Ultramar	Oil, Gas	
13	Medinaster	Leisure	
14	Marley	Building, Roads	
15	Boddington	Breweries	
16	Countryside	Building, Roads	
17	Tate	Industrials S-Z	
18	Armstrong	Motors, Air	
19	TI	Industrials S-Z	
20	BBA	Industrials A-D	
21	Meuzes (John)	Drapery, Stores	
22	Rusell (A)	Industrials L-R	
23	Hill Samuel	Banks, Discount	
24	Truvelor Hie (aa)	Industrials S-Z	
25	Low & Bonar	Industrials L-R	
26	Arlen	Electronics	
27	AB Food (aa)	Food	
28	Federated Htg	Building, Roads	
29	Bejam	Food	
30	Young (H)	Industrials S-Z	
31	Storhouse (aa)	Drapery, Stores	
32	Erskine House	Industrials E-K	
33	Br Bouni	Chemicals, Plbs	
34	Chryslar	Leisure	
35	Johnson Matthey	Industrials E-K	
36	Cassins	Industrials A-D	
37	Michell Somers	Industrials L-R	
38	Reckitt Colman (aa)	Industrials L-R	
39	Wigfall (Henry)	Electronics	
40	First Leisure	Leisure	
41	Lee Refrigeration	Electronics	
42	Campan	Leisure	
43	Logos	Electronics	
44	Laporte	Chemicals, Plbs	
C Times Newspapers Ltd.			Daily Total

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £8,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	TOTAL

Owing to printing difficulties in some areas, we are re-running the list of share movements from yesterday's Portfolio game. Claimants for this game (-16 points) should telephone 0254-581686 between 10am and 3.30pm today. The list is as follows from number 1 to 44 (all figures are minus):

1-4 -1, 5-8 -3, 9-12 -4, 13-16 -3, 17-20 -4, 21-24 -3, 25-28 -4, 29-32 -3, 33-36 -4, 37-40 -3, 41-44 -4

BRITISH FUNDS

High	Low	Stock	Price	Change	%	Open	Settle
SHORTS (Under Five Years)							
100	100.00	Trust	100.00	-	10.0	9.9	9.9
101	100.00	Trust	100.00	-	10.0	9.9	9.9
102	100.00	Trust	100.00	-	10.0	9.9	9.9
103	100.00	Trust	100.00	-	10.0	9.9	9.9
104	100.00	Trust	100.00	-	10.0	9.9	9.9
105	100.00	Trust	100.00	-	10.0	9.9	9.9
106	100.00	Trust	100.00	-	10.0	9.9	9.9
107	100.00	Trust	100.00	-	10.0	9.9	9.9
108	100.00	Trust	100.00	-	10.0	9.9	9.9
109	100.00	Trust	100.00	-	10.0	9.9	9.9
110	100.00	Trust	100.00	-	10.0	9.9	9.9
111	100.00	Trust	100.00	-	10.0	9.9	9.9
112	100.00	Trust	100.00	-	10.0	9.9	9.9
113	100.00	Trust	100.00	-	10.0	9.9	9.9
114	100.00	Trust	100.00	-	10.0	9.9	9.9
115	100.00	Trust	100.00	-	10.0	9.9	9.9
116	100.00	Trust	100.00	-	10.0	9.9	9.9
117	100.00	Trust	100.00	-	10.0	9.9	9.9
118	100.00	Trust	100.00	-	10.0	9.9	9.9
119	100.00	Trust	100.00	-	10.0	9.9	9.9
120	100.00	Trust	100.00	-	10.0	9.9	9.9
121	100.00	Trust	100.00	-	10.0	9.9	9.9
122	100.00	Trust	100.00	-	10.0	9.9	9.9
123	100.00	Trust	100.00	-	10.0	9.9	9.9
124	100.00	Trust	100.00	-	10.0	9.9	9.9
125	100.00	Trust	100.00	-	10.0	9.9	9.9
126	100.00	Trust	100.00	-	10.0	9.9	9.9
127	100.00	Trust	100.00	-	10.0	9.9	9.9
128	100.00	Trust	100.00	-	10.0	9.9	9.9
129	100.00	Trust	100.00	-	10.0	9.9	9.9
130	100.00	Trust	100.00	-	10.0	9.9	9.9
131	100.00	Trust	100.00	-	10.0	9.9	9.9
132	100.00	Trust	100.00	-	10.0	9.9	9.9
133	100.00	Trust	100.00	-	10.0	9.9	9.9
134	100.00	Trust	100.00	-	10.0	9.9	9.9
135	100.00	Trust	100.00	-	10.0	9.9	9.9
136	100.00	Trust	100.00	-	10.0	9.9	9.9
137	100.00	Trust	100.00	-	10.0	9.9	9.9
138	100.00	Trust	100.00	-	10.0	9.9	9.9
139	100.00	Trust	100.00	-	10.0	9.9	9.9
140	100.00	Trust	100.00	-	10.0	9.9	9.9
141	100.00	Trust	100.00	-	10.0	9.9	9.9
142	100.00	Trust	100.00	-	10.0	9.9	9.9
143	100.00	Trust	100.00	-	10.0	9.9	9.9
144	100.00	Trust	100.00	-	10.0	9.9	9.9
145	100.00	Trust	100.00	-	10.0	9.9	9.9
146	100.00	Trust	100.00	-	10.0	9.9	9.9
147	100.00	Trust	100.00	-	10.0	9.9	9.9
148	100.00	Trust	100.00	-	10.0	9.9	9.9
149	100.00	Trust	100.00	-	10.0	9.9	9.9
150	100.00	Trust	100.00	-	10.0	9.9	9.9
151	100.00	Trust	100.00	-	10.0	9.9	9.9
152	100.00	Trust	100.00	-	10.0	9.9	9.9
153	100.00	Trust	100.00	-	10.0	9.9	9.9
154	100.00	Trust	100.00	-	10.0	9.9	9.9
155	100.00	Trust	100.00	-	10.0	9.9	9.9
156	100.00	Trust	100.00	-	10.0	9.9	9.9
157	100.00	Trust	100.00	-	10.0	9.9	9.9
158	100.00	Trust	100.00	-	10.0	9.9	9.9
159	100.00	Trust	100.00	-	10.0	9.9	9.9
160	100.00	Trust	100.00	-	10.0	9.9	9.9
161	100.00	Trust	100.00	-	10.0	9.9	9.9
162	100.00	Trust	100.00	-	10.0	9.9	9.9
163	100.00	Trust	100.00	-	10.0	9.9	9.9
164	100.00	Trust	100.00	-	10.0	9.9	9.9
165	100.00	Trust	100.00	-	10.0	9.9	9.9
166	100.00	Trust	100.00	-	10.0	9.9	9.9
167	100.00	Trust	100.00	-	10.0	9.9	9.9
168	100.00	Trust	100.00	-	10.0	9.9	9.9
169	100.00	Trust	100.00	-	10.0	9.9	9.9
170	100.00	Trust	100.00	-	10.0	9.9	9.9
171	100.00	Trust	100.00	-	10.0	9.9	9.9
172	100.00	Trust	100.00	-	10.0	9.9	9.9
173	100.00	Trust	100.00	-	10.0	9.9	9.9
174	100.00	Trust	100.00	-	10.0	9.9	9.9
175	100.00	Trust	100.00	-	10.0	9.9	9.9
176	100.00	Trust	100.00	-	10.0	9.9	9.9
177	100.00	Trust	100.00	-	10.0	9.9	9.9
178	100.00	Trust	100.00	-	10.0	9.9	9.9
179	100.00	Trust	100.00	-	10.0	9.9	9.9
180	100.00	Trust	100.00	-	10.0	9.9	9.9
181	100.00	Trust	100.00	-	10.0	9.9	9.9
182	100.00	Trust	100.00	-	10.0	9.9	9.9
183	100.00	Trust	100.00	-	10.0	9.9	9.9
184	100.00	Trust	100.00	-	10.0	9.9	9.9
185	100.00	Trust	100.00	-	10.0	9.9	9.9
186	100.00	Trust	100.00	-	10.0	9.9	9.9
187	100.00	Trust	100.00	-	10.0	9.9	9.9
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189	100.00	Trust	100.00	-	10.0	9.9	9.9
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213	100.00	Trust	100.00	-	10.0	9.9	9.9
214	100.00	Trust	100.00	-	10.0	9.9	9.9
215	100.00	Trust	100.00	-	10.0	9.9	9.9
216	100.00	Trust	100.00	-	10.0	9.9	9.9
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253	100.00	Trust	100.00	-	10.0	9.9	9.9
254	100.00	Trust	100.00	-	10.0	9.9	9.9
255	100.00	Trust	100.00	-	10.0	9.9	9.9
256	100.00	Trust	100.00	-	10.0	9.9	9.9
257	100.00	Trust	100.00	-	10.0	9.9	9.9
258	100.00	Trust	100.00	-	10.0	9.9	9.9
259	100.00	Trust	100.00	-	10.0	9.9	9.9
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267	100.00	Trust	100.00	-	10.0	9.9	9.9
268	100.00	Trust	100.00	-	10.0	9.9	9.9
269	100.00	Trust	100.00	-	10.0	9.9	9.9
270	100.00	Trust	100.00	-	10.0	9.9	9.9
271	100.00	Trust	100.00	-	10.0	9.9	9.9
272	100.00	Trust	100.00	-	10.0	9.9	9.9
273	100.00	Trust	100.00	-	10.0	9.9	9.9
274	100.00	Trust	100.00	-	10.0	9.9	9.9
275	100.00	Trust	100.00	-	10.0	9.9	

INVESTMENT TRUSTS

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COMMODITIES



Coffee prices have picked up a little recently with the market starting to find Roaster buying interest. Producers appear to be winning the current round by adopting conservative selling policies and even the chart picture

INTERNATIONAL PETROLEUM EXCHANGE Supplied via Commodity Market Services Ltd		LONDON COMMODITY EXCHANGE		STANDARD CATHODES		LONDON POTATO FUTURES £ per tonne	
May	93.00-93.25	Three Months	75.00-79.00	Cash	570.00-572.00	England and Wales	Open Close
June	93.00-93.25	Vol	275	Three Months	565.00-569.00	Cheshire and Lancs	188.0 189.3
July	93.00-93.25	Vol	275	Cash	56.00-56.25	North York	178.1 178.1
Aug	93.00-93.25	Vol	275	Three Months	56.00-56.25	Scotland	95.3 95.3
Sept	93.00-93.25	Vol	275	Cash	56.00-56.25	Wales	104.0 104.0
Oct	93.00-93.25	Vol	275	Three Months	56.00-56.25		Vol: 635
Nov	93.00-93.25	Vol	275	Cash	56.00-56.25		
Dec	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Jan	93.00-93.25	Vol	275	Cash	56.00-56.25		
Feb	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Mar	93.00-93.25	Vol	275	Cash	56.00-56.25		
Apr	93.00-93.25	Vol	275	Three Months	56.00-56.25		
May	93.00-93.25	Vol	275	Cash	56.00-56.25		
June	93.00-93.25	Vol	275	Three Months	56.00-56.25		
July	93.00-93.25	Vol	275	Cash	56.00-56.25		
Aug	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Sept	93.00-93.25	Vol	275	Cash	56.00-56.25		
Oct	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Nov	93.00-93.25	Vol	275	Cash	56.00-56.25		
Dec	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Jan	93.00-93.25	Vol	275	Cash	56.00-56.25		
Feb	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Mar	93.00-93.25	Vol	275	Cash	56.00-56.25		
Apr	93.00-93.25	Vol	275	Three Months	56.00-56.25		
May	93.00-93.25	Vol	275	Cash	56.00-56.25		
June	93.00-93.25	Vol	275	Three Months	56.00-56.25		
July	93.00-93.25	Vol	275	Cash	56.00-56.25		
Aug	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Sept	93.00-93.25	Vol	275	Cash	56.00-56.25		
Oct	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Nov	93.00-93.25	Vol	275	Cash	56.00-56.25		
Dec	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Jan	93.00-93.25	Vol	275	Cash	56.00-56.25		
Feb	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Mar	93.00-93.25	Vol	275	Cash	56.00-56.25		
Apr	93.00-93.25	Vol	275	Three Months	56.00-56.25		
May	93.00-93.25	Vol	275	Cash	56.00-56.25		
June	93.00-93.25	Vol	275	Three Months	56.00-56.25		
July	93.00-93.25	Vol	275	Cash	56.00-56.25		
Aug	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Sept	93.00-93.25	Vol	275	Cash	56.00-56.25		
Oct	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Nov	93.00-93.25	Vol	275	Cash	56.00-56.25		
Dec	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Jan	93.00-93.25	Vol	275	Cash	56.00-56.25		
Feb	93.00-93.25	Vol	275	Three Months	56.00-56.25		
Mar	93.00-93.25	Vol	275	Cash	56.00-56.25		
Apr	93.00-93.25	Vol	275	Three Months	56.00-56.25		

هكوانى الاصل

GENERAL APPOINTMENTS

April 9, 1987

Recruitment difficulties for particular kinds of staff and in particular areas co-exist with high levels of unemployment. Certain shortages have developed and persisted during the past few years and these are likely, during the next decade, to become more, rather than less, widespread.

An employer-based survey of recent occupational and employment trends in the UK showed that while total numbers in employment were expected to change, there had been, and would continue to be, a shift away from jobs with a low skill content towards those involving managerial and professional, technical and social skills. This shift already results in both national and local recruitment difficulties.

In part, these difficulties are the result of economic and technological changes that have altered the distribution of jobs between the manufacturing and service sectors and the pattern of skill requirements in jobs. They have reduced the demand for traditional skills and created demands for new ones, often in different industries and in different places.

Particular examples can be found in management, accountancy and data-processing, among scientists and technologists, and especially in jobs using information technology (IT) skills.

These are not only in electronic engineering and software specialisms, but also in industries in which the application of IT skills is needed, for example, stock monitoring, financial management, analysis or computer-aided design. But even school-leavers are in short supply in particular areas.

Yet, just when the labour market should be able to react quickly and flexibly to the changing needs

of employers, there are ways in which it has, on the contrary, become less flexible than before. Housing problems and spouses' jobs have constrained geographical mobility, and the absence of sufficiently widespread opportunities for training and retraining have constrained occupational mobility.

Moreover, the situation will be made worse by the fact that the best source of occupational and skill flexibility, the pool of young recruits entering employment, is diminishing. It is this group that is most likely to respond positively to the changing needs of employers.

It will shrink dramatically during the next decade, the number of 18-year-olds in the UK falling by more than a third between 1983 and 1993. This means that employers will be obliged either to look elsewhere for recruits to shortage occupations or to reduce their need for such recruits.

The demographic swing is already making itself felt in occupations such as banking and nursing. These rely on a big and regular supply of recruits direct from education and lose many of them after a few years. Retention is as important as recruitment.

How can the difficulties created by this combination of economic, technological and demographic change be overcome? There are several ways in which employers can address the problem. Perhaps the least satisfactory of these is to poach already trained and skilled staff—a short-term and expensive solution that upsets existing wage and salary differentials, and creates internal problems.

Another way is to alter the criteria on which recruitment has been based in the past. The experiences of some employers involved in the Youth Training Scheme is that many YTS trainees

Michael Crosswell: A single unbroken career is ceasing to be the norm

The jobs upheaval and shortages of young people can make more chances for women



Michael Crosswell is chairman and chief executive of the Blue Arrow Employment Group, Britain's largest employment services company

who came without the O level qualifications normally required for recruits have proved, after training, to be just as successful as the usual entrants. A reassessment of the validity of old recruitment processes is needed.

Employers have been able in the past decade, while young applicants were plentiful, to require levels of educational qualification that acted more as a filtering system for reducing numbers than as a necessary and relevant criterion for the jobs needing to be filled.

The new examination system in schools will provide employers with an opportunity to review the educational qualifications they really need.

There is still plenty of scope for recruiting to shortage occupations more girls seeking employment for the first time. The traditional "maleness" of many occupations is only just beginning to be breached; a study at Leicester University, reported in *The Times* on January 15, showed that half of a sample of final-year schoolgirls still aspired to nursing, hairdressing or clerical work—the jobs of their parents and relatives. But recruitment to occupations need-

ing new skills is less likely to be hampered by old habits.

Given publicity and some careful liaison between employers and schools, there is no reason why a bigger proportion of entrants to jobs using IT skills, for instance, should not be female.

Once more girls have been recruited, careful thought has to be given to ensuring that their skills are not wasted. Recruiting them is one thing, enabling them to continue to make a working contribution is another.

Fortunately for those employers willing to seize the opportunity, at the same time as the supply of young people falls there will be an increase in the number of those aged 30 to 40. In particular, there will be an increase in the number of women who want to continue or restart their working lives. Employers are slow to take advantage of this.

Many men would welcome a chance to retrain in mid-career; many women, after a break to bring up young families, wish to return to the labour market and not necessarily to the same occupations as previously. They

can be a good source of extra entrants to new as well as traditional occupations. Moreover, older recruits, once trained or retrained, are less likely to leave or move than younger employees.

The belief that women have higher wastage rates than men is largely a myth: it is simply that men leave for different reasons. They seek wider experience or promotion; women tend to leave for personal or family reasons. As the reasons are different, ways in which female wastage can be reduced are also different.

Most women, in time, have children. The majority then want either a break or a different working pattern. If these special needs are not taken into account by employers, recruitment difficulties are not likely to get easier. To allow trained staff to be lost at this point, particularly those whose skills are much in demand, is expensive and wasteful.

These staff are already accustomed to the needs and culture of the firm, and their abilities and potential are already known. Keeping in touch with ex-employees during career breaks can encourage and facilitate their return, but this is of use only if the

jobs and the working patterns available for them are such as to make working possible for them. For most, this means part-time or shared jobs, at least for a time.

Some employers are aware of this and have developed ways in which, for instance, women leaving to have children can join schemes that entitle them to return part-time, though not necessarily at their old jobs. Others have banks of ex-employees who take on occupational work, or who work at home until they are ready to return on a full-time or part-time basis.

Others have carried this even further—one company at least is staffed entirely by married women working from home. Obviously, some kinds of job lend themselves more easily to working from home than others, but most jobs can be done on a part-time or shared basis once the initial prejudices have been overcome and the administrative difficulties sorted out.

There is a story circulating of identical twins who are reputed to have shared a job for four years before anyone in the firm noticed that they were different people!

Part-time working does not need to be restricted to low-level jobs. Hospital consultants in the National Health Service can now be part-time general managers. There is nothing God-given about the 37-hour week, nor about the design and content of existing jobs.

The most successful drives towards recruiting and retaining female staff have not come from well-intentioned motives of equity and equal opportunity. They have come from hard necessity—the difficulty of finding professional or technical staff in particular occupations, the need to reduce the cost of wastage and recruitment, the need to retain high-quality female staff.

Employers are uneasy about making special working arrangements for women and particularly about extending opportunities for part-time work at skilled, professional and managerial levels.

But those who have done so have found that as a result their workforce is both more stable and more flexible, that their recruitment needs and costs are reduced and that today's part-timers will probably become tomorrow's full-time staff.

Similarly, employers are not eager to recruit, train or retrain men and women in mid-career, or after a career break, but if this reluctance can be overcome, older recruits are a valuable source of skills and can bring to their work a fresher perspective than those who have been in the same occupation for 10 or 15 years.

Jobs, and especially professional and managerial jobs, are becoming multi-skilled, and the concept of a single unbroken career is ceasing to be the normal pattern for either sex.

* UK Occupation and Employment Trends to 1990, by A. Rajan and R. Pearson (IMS 1986)

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GENERAL APPOINTMENTS

OPPORTUNITY KNOCKS!

Are you looking for a challenging role with senior management potential in a young, fast-moving company? We are London's leading independent financial and legal recruitment consultants, expanding nationwide, and we are looking for dedicated and self-motivated professionals to join a team handling temporary assignments. We are not demanding a background in recruitment but you must be able to show a high level of achievement in a sales or marketing environment. Interested? If you think you've got what it takes, call Sue Handley Jones on 01-583 0073.

BADENOCH & CLARK

THE FINANCIAL & LEGAL RECRUITMENT SPECIALISTS
16-18 NEWBRIDGE STREET, BLACKFRIARS, LONDON EC4
TELEPHONE: 01-583 0073 (DAY), 017 483 2158
(EVENINGS OR WEEKENDS)

LOCKE COMPUTING SERVICES LTD NATIONAL AFTER-SALES MANAGER

Salary circa £20,000 + Car
Age late 20's, early 30's

LCS, the UK subsidiary of MOTIS Systems Inc., provides consultancy and computer software systems to the motor industry and distribution businesses. The company is the leading IBM System 36/38 agent in the UK.

Due to rapid company growth internationally, we are looking to fill the newly created post of National After Sales Manager. This key role reports directly to the Managing Director and responsibilities will include: computer installation planning, consultancy, customer training, and control of the customer hot-line. Management and motivation of a team of consultants in various locations is of prime importance to be successful in this role.

On a personal level, candidates must be self-motivated, educated to degree level or equivalent, articulate and confident, and have a customer support/motor industry/computer background.

This position will be initially based in Oxford. Prospects for personal development within the company are excellent.

If you would like to be considered for this post, please send a full CV, in confidence, to: The Managing Director, Locke Computing Services Ltd, Spencer House, Birchwood, Warrington, WA3 7PP.

MANAGEMENT CONSULTANCY

Information Systems and Technology
Finance and Accountancy
Human Resources and Training
Marketing

Opportunities exist within a number of management consultancy organisations, for professionals in the above sectors to expand their experience by undertaking project-based assignments. You will be aged 25-35, preferably a graduate, and with professional qualifications if appropriate. You are now seeking to develop your career by applying your intellectual and communications skills with a move into Consultancy. If you thrive on providing solutions instead of creating problems, and if you prefer to lead rather than follow, then consultancy should prove to be the challenge you are seeking.

For further information please write, in confidence, to: Martyn Clarke, Manager, or telephone for a personal history form.

Telephone 01-408 1894
01-840 7817 (out of hours)

Management Personnel

2 Swallow Place, LONDON W1R 7AA

Computer Sales Professionals

FINANCE
£52,000 OTE
£36,000 GTE
£20,000 Basic

A Major Supplier of Software Solutions for Applications, Decision Support, Retention, Database, Planning, and ICL. Established in 1977, in the USA, this company can boast a regular annual 100% growth, 2000 installations and 900 employees. In the UK they now have 4 offices, over 600 installations and 140 employees.

The success of their products in the Financial Sector has culminated in establishing a Finance Region and the opening of a new City Office. Join this success story as a key player in what will be a phenomenal year. Call Norman Wright Ref: NS.296

LARGE SYSTEMS
£50,000+ OTE
£38,000 GTE
£25,000 Basic

Employing a £1 Billion turnover, the industry's highest revenue/employee ratio and 7 UK offices from which 90% of your sales force exceeded sales you could normally be said to have "armed". This US supplier of Large Scale Computer Systems operates confidently where average order values are in the Millions and has 8 out of 12 Top UK Companies as clients.

Already in a High Growth Year, they need Professional Senior Sales Executives experienced in Corporate Level negotiations to contribute to, and share in, the rewards of... Success. Call Mike Jones Ref: MJ.296

UNIX SYSTEMS
£40,000 OTE
£35,000 GTE
£24,000 Basic

One of the first hardware manufacturers to take out a UNIX licence from AT&T, this International Corporation is at the forefront of Supermicro Development.

With systems in the £8,000-£80,000 range, a strong vertical market philosophy and an aggressive sales staff, they are winning a significant share of the traditional minicomputer market place.

Do your ambitions match theirs? You should be seeking to advance your career in total solution, multiple-site negotiations exceeding £100,000, with additional responsibilities in the future. Sound like you? Call Stewart MacPherson Ref: SM.332

You can contact us between 11am and 3pm today, Sunday, alternatively during normal office hours tomorrow.

5 Baker Street, Weybridge, Surrey KT13 8AE. Tel: (0932) 41321 (24 hrs).

Executive Sciences

RECRUITMENT CONSULTANTS

Temporary Marketing Manager

£12,500 Central London

Established in 1977, this prestigious insurance and re-insurance Broking Company are now entering into Insurance Production, and are concentrating more of the group activities in London.

They now require a Temporary Marketing Manager whose main role will be to set up a marketing department based on their Saudi Head Office clients. Other responsibilities include negotiating with Saudi clients on their insurance interests in the UK and Europe, and to arrange transfer/payments of premiums from Saudi clients.

Educated to degree level, you will have at least 10 years experience in insurance, having spent most of that time in the Saudi/Gulf area. Fluency in Arabic/French is essential, as are good connections with Middle East Investments in the UK.

Please send a full CV to Victoria Fielding at PER, Rex House, 4-12 Regent Street, London SW1Y 4PP.

PER

Britain's Largest Executive Recruitment Consultancy

COLCHESTER BOROUGH COUNCIL Town Clerk and Chief Executive's Department

Central Training Officer

Scale: PO 1-4 (£11,952-£12,894)

The holder of this new post which is within the Personnel Section will be responsible for the training and development of the Council's 900 employees.

Duties include the compilation of a central Training Register, the organisation and running of internal courses for staff and Councillors and the recommendation of other forms of training and development.

Applicants should possess a suitable professional qualification and experience of training in a large organisation is essential.

The Council offers assistance with re-location expenses, a Flexible Working Hours Scheme and a staff restaurant.

Application forms and job descriptions available from the Personnel Section, Town Hall, High Street, Colchester, Essex CO1 1PL.

Telephone Colchester (0206) 712246

Closing date: Friday 24 April 1987.

Caradon Twyford Limited

Freshen up your Sales Career!

Caradon Limited is a newly formed £150M Group which includes some of the best known names in the building materials/home improvements industry, names like TWYFORDS-TERRAIN-MIRA. Caradon is committed to growth in this sector by combining outstanding sales and marketing with tight internal management, and offers exceptional career opportunities for top class professionals.

Caradon Twyford, with sales approaching £50M is already one of the leaders in bathroom products, and is now expanding its Salesforce to support a major programme of new products and increased market investment.

As a result, we have vacancies for:

Regional Sales Manager

(South West England and South Wales)

Retail Representatives

(Northern, Southern and South West England)

Technical Sales Representatives

(North West England, London and South East England)

These positions are open to men or women and previous experience in the bathroom field, whilst an advantage, is not essential. There is tremendous scope for growth and advancement either within the Company or within the CARADON GROUP; the usual remuneration and benefits associated with a leading international company are available.

Candidates should write, with a full C.V. to:

MR E. W. HIRCH, PERSONNEL DIRECTOR
CARADON TWYFORDS LIMITED, SEELTON NEW ROAD,
CLIFFE VALE, STOKE ON TRENT, ST4 7AL

Caradon Twyford Limited

SUPERVISOR

- PERSONAL EQUITY PLANS

£13,900-£15,480 Central London

Eagle Star Trust Company Limited is presently setting up a new team to administer and market personal equity plans. A Supervisor is required to organise and develop the team, and to control the technical and procedural aspects of its work.

The successful candidate will have demonstrated the essential ability to work as a key member within a small group of people. Ideally all applicants should have a relevant professional qualification and must have experience in one of the following fields:

- financial systems
- unit trusts/securities
- investment

and also have experience of, and proven aptitude for, micro-computers.

In addition to the above salary, an attractive benefits package is offered which includes a non-contributory pension scheme and staff mortgage facilities.

Applicants should apply in writing, including a comprehensive curriculum vitae to:

P. J. Andrews, Assistant Manager - Personnel Department,
Eagle Star Group, Eagle Star House, 14th Floor,
Cottonham, Gloucestershire GL5 3LQ.

Eagle Star



Director Onassis Center For Hellenic Studies

New York University seeks nominations and applications for the position of Onassis Professor of Hellenic Studies and Director of the Onassis Center for Hellenic Studies at New York University. Candidates for this dual position must be scholars with an outstanding publication record in any aspect of Greek civilization as it has evolved over the centuries, and must be fully qualified for a tenured appointment in a traditional discipline as well as in Hellenic Studies. A strong commitment to teaching is important. While administrative experience is not essential, candidates must have the capacity to lead, within the context of the Faculty of Arts and Science of an internationally important research university, the efforts of a group of outstanding scholars in Hellenic Studies. Candidates must be able to conduct business in both English and Modern Greek. Nominations should be sent by June 1, 1987, to:

NEW YORK UNIVERSITY

Faculty of
Arts and Science
5 Washington Square North
New York, New York 10003
Attn: Elizabeth Robinson

NYU is an Equal Opportunity/Affirmative Action Employer

AREA FINANCIAL SERVICES DIRECTOR

LONDON. £25,000 AND CAR

The prestigious London firm of Chestertons, now part of the rapidly expanding Prudential Property Services network, is extending its expert services to clients, by providing on the spot high quality mortgage advice. This will meet the needs of both purchasers and vendors, making full use of a sophisticated IBM PC mortgage search facility with a database of over 200 institutions.

The systems are in place and well proven within other areas of Prudential Property Services. Now we need a Financial Services professional to introduce the service in London. As an integral part of the sales team, based at our Fulham Office, you'll provide valuable financial guidance to discerning clients. You'll implement systems, procedures and standards, recruit and develop a team of mortgage consultants and systematically extend the service throughout our Central London offices.

London's premier property market and Chestertons' professional reputation demand the highest technical and personal skills. You should be a high calibre professional within a similar role, or possibly the Manager of a West End building society or insurance company; articulate and assertive; capable of building business relationships and influencing highly confident customers and colleagues.

If you can match this profile, we will offer an initial salary negotiable around £25,000 plus company car, together with outstanding prospects for the future.

For further details, please telephone or write to:
Elizabeth Whyatt, Personnel Officer, Prudential Property Services,
Winchmore House, 15 Fetter Lane, London EC4 3JL. Tel: 01-936 0572.

CHESTERTONS PRUDENTIAL



Professional Recruitment Consultants London WC1

Alderwick Peachell and Partners Ltd, is an accountancy and financial recruitment consultancy that puts the accent firmly on a high calibre of service.

We are seeking further experienced recruitment consultants to complement our team of professionals.

Your already highly developed recruitment skills are the key to success in this booming market. Ideally a graduate aged 23-28 with 1-3 years recruitment consultancy experience, not necessarily in the financial/accountancy sector, you will be joining a company whose ambitions and new approach have already made a significant impact on the market. We offer all our consultants regular on-going training courses to maximise their potential, high basic salaries of £12,000 - £17,500 and a powerful bonus scheme which will enable you to earn considerably more.

To find out further details about these opportunities and the role you could play in our future expansion, call David Peachell on 01-404 3155 or send him your CV. ALDERWICK PEACHELL AND PARTNERS LTD Accountancy and Financial Recruitment 125 High Holborn London WC1V 6QA

NORFOLK: A NEW KIND OF CHALLENGE

ASSISTANT SOLICITOR

SALARY UP TO £14,000 p.a.

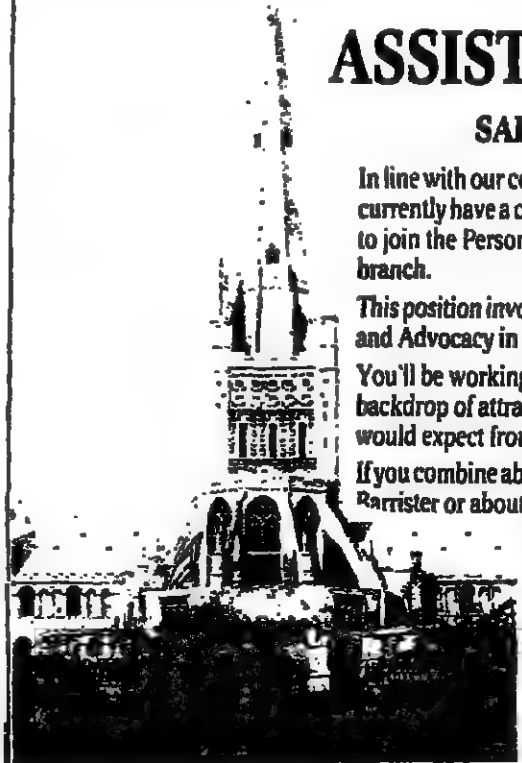
In line with our commitment to services within the Community, we currently have a challenging opportunity for an Assistant Solicitor to join the Personal Services Section of the County Solicitor's branch.

This position involves a wide range of work, including committees and Advocacy in a busy office of a major local authority.

You'll be working in a thriving but traditional city set against a backdrop of attractive rural countryside: the amenities are all you would expect from an area with an expanding commercial base.

If you combine ability with ambition, are qualified as a Solicitor or Barrister or about to be admitted, (whether currently working in the public sector, private practice or elsewhere), you'll find that Norfolk will provide the career challenge you seek.

Further particulars and application forms are available from the County Personnel Officer, County Hall, Martineau Lane, Norwich NR1 2DH. Telephone Norwich (0603) 611122 Ext: 5337. Closing date: 27th April 1987.



Trainee Accountancy Recruitment Consultant c.£10,000

Specialist recruitment is one of the UK's major growth industries. Alderwick Peachell and Partners Ltd is probably the largest new Accountancy recruitment consultancy ever to be launched.

We are currently seeking a trainee consultant to complement our professional team of highly experienced and talented recruitment specialists. We provide full training including courses on sales and marketing techniques, the development of interviewing skills and familiarisation with accountancy.

You will be a graduate aged up to 26 with some sales experience but graduates keen to train in a sales environment will also be considered. Progression to full consultant status will be rapid.

For a confidential discussion call David Peachell on 01-404 3155 or send him your CV. ALDERWICK PEACHELL AND PARTNERS LTD Accountancy and Financial Recruitment 125 High Holborn London WC1V 6QA

Alderwick & Peachell
PARTNERS LTD

GENERAL APPOINTMENTS

COULD YOU DIRECTOR FUNDRAISING FOR A LEADING CHILDREN'S CHARITY

As a major national charity, The Children's Society has an ever-growing need for more funds to continue its work with deprived, handicapped and homeless children and their families in England and Wales.

Last year around 60% of our budget was raised from voluntary sources. The 1987/88 target for voluntary funding is £12.5m, which will present a considerable challenge to the Appeals Director we seek.

Fundamentally, you should have the capacity to plan, direct and manage the Society's strategy for fundraising, with energy and innovation as it moves into an era of change. Ideas are always needed for new areas of funding and you will lead the drive to initiate and develop these, responding to demands from the grassroots of the organisation. Other activities will include budgets and the continued development of our present system to ensure that we make full use of our sophisticated computer power for fundraising purposes.

As a member of the Society's senior management team you must have proven skills in appeals, or in sales and marketing, as well as creative flair. Relevant experience of staff management is essential. Candidates must be committed Anglicans and have a genuine concern for the values underlying all the Society's activities.

An attractive salary and a range of benefits will be offered to the right person.

For further details and an application form, including a statement of the Society's Christian basis, please contact Evelyn Thom, Personnel Manager, quoting Ref: 050/7, The Children's Society, Edward Road House, Margery Street, London WC1X 0JL. Tel: 01-537 4256.

Closing date: 1 May 1987.

The Children's Society

Market Information Company is looking for people to train NOW

This expanding company is looking for lively, well educated people aged 20-26 with at least one year's work experience, to start at the end of this month as information researchers and train in marketing, sales and management.

There are good career opportunities for people who are willing to learn, get involved and work hard, and who enjoy talking and listening to people. (Fluency in French, German or Scandinavian language is useful).

Call Helen on: 01-328 9671

PROGRAMMES RECRUITMENT CONSULTANCY

THE GENERAL TRADING

SLOANE SQUARE

We are a family retail business renowned for our wide and interesting selection of quality china, glass, gifts and furniture. We have vacancies for enthusiastic people who really enjoy selling, are flexible and able to deal confidently with the general public. Any previous selling experience will be considered an advantage. Successful applicants will benefit from a friendly work environment in this popular area, a generous staff discount and bonus scheme.

For further information please call: Sarah Mackay on 01-730 0411.

RECRUITMENT CONSULTANT

Earnings of c£16,000 CITY

Capitalise on your sales or insurance experience by joining one of the countries leading recruitment specialists in the dynamic and exciting world of insurance. A challenging and progressive role in a fast moving market where your communication skills, determination and drive will secure your unlimited earnings and outstanding prospects. 1986/87 Consultant's average earning £18,000.

Contact: Andrew Prosser
REED INSURANCE
01-626 4251

Telesales £11,000 +

Our client is rapidly making its mark in the exciting field of computer accessories. Young and expanding, they now need 2 further telesales executives. Experience is preferred but not essential as motivation, enthusiasm and drive are most important. Rewards include good basic salary, and no ceiling on commission earnings. Based in Hounslow.

Call Lindsay Hoggie today until 7.00 pm or send her a CV.

SALES & MARKETING APPOINTMENTS
7 PRINCES STREET, W1 01-629 7262



C&L: the story so far...in 1857, three brothers started an accounting firm in London. 130 years later, Coopers & Lybrand is one of the world's leading firms of business advisers - with one of the largest and most technically advanced IT consultancies in the UK. They need additional high-calibre IT professionals to help write a new chapter in their epic story of expansion and conquest...



FAR-SIGHTED IT CONSULTANTS

DATA: C & L: WORLD

600 offices - 100 countries - 33000 professional staff - 3500 management consultants - 1200 IT consultants.

DATA: C & L: UK

35 offices - 4500 professional staff - 700 management consultants - over 200 IT consultants.

Growth rate - 3 years - 33% per annum.

MISSION - IT DIVISION

"to ensure that the firm is the leading consultancy practice in the business application of IT, thereby enabling clients to achieve competitive advantage, whilst providing a service that combines: technical IT excellence and capability of the highest order; reliable, fast and economic development and implementation capability equal to the best."

TO £40000 + CAR

IT CONSULTANCY - BASES

LONDON - Birmingham - Manchester - Bristol - Reading - Leeds - Newcastle - Nottingham - Cambridge - Edinburgh - Glasgow

overseas travel opportunities in Europe - North America - Africa - Far East - West Indies.

IT CONSULTANCY - DETAIL...

CONSULTING ACTIVITIES

IT strategy - project management - systems delivery and implementation - efficiency reviews - feasibility studies - resource and data management - system security - business/IT planning - systems integration - decision support systems - IT organisation & management.

INDUSTRY SECTORS

banking - retail - manufacturing - local & central government - commercial - health - energy - insurance - stockbroking - transport - nationalised industries - securities - leisure - marketing - IT vendors.

TECHNICAL CAPABILITY

knowledge engineering - database strategy - 4th gen/relational technology - artificial intelligence - communications & networking - prototyping - capacity planning - methodologies - system selection & tuning - software engineering - office technology - robotics.

ASSIGNMENTS - EXAMPLES

UK Armed Force: service-wide strategy study to define IT requirements into 21st century, covering operational/admin, hardware/software, comms, security, using 'state of the art plus' tools and techniques.

Leading IT Vendor: design of high security dependability network.

Stockbroker: overall management of complete portfolio of major IT projects for 'Big Bang'.

Multinational Group: development of 'intelligent' Board room and interactive decision centre encompassing total group MIS worldwide.

International Bank: QA of new electronic banking workstations and network.

European Stock Exchange: IT strategy leading to system selection, business analysis, project management and implementation.

REQUIREMENTS - DETAIL...

MANAGING CONSULTANTS TO £40K + CAR

aged 32 to 38 - degree - 8 yrs + IT experience - proven staff management skills - should hold/have held senior position in major consultancy, software house or computer supplier - proven proposal-to-delivery success on major assignments - ability to aid business development.

SENIOR CONSULTANTS TO £35K + CAR

aged 28 to 34 - degree - 5 yrs + IT experience - should have managed large projects from feasibility to implementation - probably with software house, computer manufacturer or large, technically advanced user - excellent written and verbal communication skills.

CONSULTANTS TO £25K + CAR

aged 26 to 30 - degree - 2-5 years solid experience of systems design or technical specialisation - high technical competence - design-to-implementation success on at least one major project - familiarity with advanced methodologies, automated design aids and high productivity tools - very high potential.

PROSPECTS: rapid career progression mandatory - promotion and salary reviews on merit - excellent formal training - unequalled opportunity to combine exposure to latest technology with development of business awareness - career paths to very top.

ACTION: telephone Barry Latchford on (0444) 459815 (office hours) or (082572) 3197 evenings and weekends or Patrick Jackson on (01) 629 7694 (office hours) or (089288) 3185 evenings and weekends or write sending a brief cv quoting ref. ST3650.



Barry Latchford Associates

Blair House, 7 Hazeltown Road, Haywards Heath, Sussex RH16 3PH

Tel. (0444)

459815-9

International Recruitment

Lunetterie Francaise : Créer et développer notre filiale Anglaise Londres

Nous sommes une des principales sociétés de lunetterie au niveau mondial, connus et compétitifs sur le marché international.

Nous cherchons un "Général Manager" de préférence du milieu professionnel de la lunetterie ou d'un secteur proche (produits liés à la mode).

Bien sûr il faut parler français et maîtriser aussi bien le marketing et la commercialisation de produits grand public que la

gestion d'un centre de profits. Votre rôle, après avoir, en France, bien assimilé nos produits et notre culture, sera de créer la filiale, de l'établir physiquement, de recruter vos collaborateurs et de mener une action commerciale dynamique. Nous capitaliserons donc sur votre bonne connaissance du marché Anglais. Merci d'adresser votre CV et prétentions sous réf. VL/TT à notre conseil qui prendra très rapidement contact avec vous.

INFRAPLAN

83, boulevard Raspail - 75006 PARIS

INFRAPLAN
Paris/Barcelone

Consultant Cardiologists

Negotiable TAX FREE salary. Saudi Arabia.

Two positions in two major referral centres.

Clinical responsibilities include: inpatients, outpatients, consultations, ICU, ECG, Echo, Rf heart cath, subspecialty teaching for physician and ancillary personnel, and a modest amount of shared general internal medicine. One position to develop cath. unit (fully equipped) for more extensive invasive studies.

There are excellent opportunities for professional development, a negotiable TAX FREE salary, and good benefits package. One of the world's largest healthcare organisations, AMI manage 4 major hospitals on behalf of the Saudi Arabian Government, including the recently awarded contract for the Dhahran Medical Centre.

Minimum requirements are for 3 to 5 years post MRCP experience, including 2 or more years in Cardiology. 1 or 2 year renewable contracts are available.

Please send full cv, quoting reference T 94

or telephone 01-839 3812 or 01-409 1680 for an application form.



79 St James's Street, London SW1A 1TE

ASSISTANT SECRETARY

The Chartered Institute of Arbitrators requires a highly competent Administrator aged between 35 and 45 years. Experienced in servicing committees is important and some legal knowledge is desirable.

Salary not less than £15,000.

Applications in writing to:-

The Secretary
The Chartered Institute of Arbitrators
75 Cannon Street
London EC4N 5BH

REDUNDANT MANAGERS AND EXECUTIVES

Marlowe Sachs, a subsidiary of a major public company are intermediaries in the field of Unit Trusts, Pensions, Investments (on-shore and off shore) and Insurance.

Our plans for 1987 are far reaching and we are currently looking for progressive individuals who have had a successful background in management to join our team of sales professionals in the city.

Full training and technical support are provided, together with an attractive income package and the chance to build a sound career in one of the most rapidly growing industries in the UK.

IF YOU HAVE THE DRIVE AND DETERMINATION TO SUCCEED...

Please send full cv, to:

THE MANAGING DIRECTOR,
MARLOWE-SACHS LTD,
28, GREVILLE STREET,
LONDON EC1N 8SU.
Tel: 01-242-2420



CHARITY FUND RAISING

Three people urgently required for worthwhile and rewarding work in congenial Fulham offices. Courteous telephone manner and confident personality essential.

Please telephone 01-581 1597.

MANAGEMENT TRAINEES

We need Management Trainees now to help us with our planned expansion later this year and next. Applicants will be 21+, probably graduates eager to be promoted quickly.

For an interview please phone 01-437 8070

GENERAL APPOINTMENTS

CJA RECRUITMENT CONSULTANTS GROUP

3 London Wall Buildings, London Wall, London EC2M 5PU
Tel: 01-588 3588 or 01-588 3576
Telex No. 887374 Fax No. 01-256 8501



Scope exists to develop and head up specialist investment management group in 2-3 years.

PORTFOLIO MANAGER - GROSS FUNDS

£30,000-£35,000 + BONUS AND CAR

CITY

GROWING INVESTMENT MANAGEMENT ARM OF PROMINENT STOCKBROKER, FUNDS EXCEED £1.5 MILLION, MEMBER OF LEADING INTERNATIONAL FINANCIAL SERVICES ORGANISATION

To further strengthen this successful and expanding investment management team, we invite applications from candidates, aged 27-32, keen to expand their investment management horizons and experience. We require a background in analysis of international equities and fixed interest markets followed by not less than 3 years in control of substantial private client portfolios utilising the latest techniques. Reporting to the Divisional Director, the successful candidate will be responsible for all aspects of the management of large mixed funds. This will include on-going liaison with a diverse range of important bodies; the successful implementation of portfolio strategies through effective day to day investment decisions based on personal assessment of research material, together with funds performance reporting and administration supervision. Key to the success of this appointment are an analytical and agile mind, presentation skills and the ability to meet objectives with the minimum of direction. Initial salary negotiable £30,000-£35,000 plus performance related incentive, mortgage facility, car, non-contributory pension, free life assurance. Applications in strict confidence under reference 4486/TT to the Managing Director.

CAMPBELL-JOHNSTON ASSOCIATES (MANAGEMENT RECRUITMENT CONSULTANTS) LTD, 3 LONDON WALL BUILDINGS, LONDON WALL, LONDON EC2M 5PU
TELEPHONE: 01-588 3588 or 01-588 3576. TELEFAX: 01-256 8501

The TNT Group of Companies operates in all the significant trading areas of the world and employs more than 55,000 people. As one of the fastest growing divisions of the TNT Group, TNT Skypak provides a world-wide international courier service through 727 operating locations in 184 countries. Owing to an aggressive development programme, several key appointments have become available.

TNT Skypak

International Express

UK WINDSOR

Financial Controller

Qualified ACA required to control and analyse local country reporting and accounting to ensure that corporate profitability standards are being achieved.

Management Accountant

Suitably qualified Accountant to be responsible for the operation and review of a central system for weekly and monthly reporting from the company's world-wide locations.

JAPAN

National Business Development Manager

To head the Sales and Marketing function of our large, well-established company in Japan. Fluent Japanese is essential and this appointment could well appeal to a Japanese national with overseas business experience.

GERMANY

Sales Executives

Fluent German-speaking field sales staff required at various locations in Germany. Although sales experience is desirable, certain positions could be offered to highly-motivated individuals who seek a career in Business and Sales Management. Excellent career prospects.

EGYPT

National Sales Manager

An Egyptian national is required to lead an all-Egyptian sales team, based in Cairo. An impressive track record in sales is essential, preferably gained in a service industry.

GENERAL AND SALES MANAGEMENT

You are looking for an exceptional career development opportunity in business management, where the world is literally your oyster.

Naturally, you will expect high rewards, in return for a single-minded commitment to sales and profit growth.

You are young enough to be internationally mobile. You are probably a graduate but, more importantly you can measure your success to date.

You are certain to know that TNT is one of the world's most progressive companies and you are keen to seize this opportunity to let us hear about your current success and future ambitions.

These appointments carry enviable salaries, and benefits normally associated with a multi-national organisation which will be very attractive to the right applicants.



TNT The Worldwide Transportation Group

Write or phone: David Bowker, Group Personnel Manager, TNT Skypak International (UK) Ltd., Falsdon House, 2-6 Frances Road, Windsor Berks. SL4 3AA. Telephone: Windsor (0753) 850801.

Sell Technical Excellence
£40,000 pkge

Our client is one of the world's leading manufacturers of high performance computer work stations. They are committed to open systems hardware and software and are a major force within the mini-computer replacement field. The significant resources spent in R&D enable CPU power to double each year.

They want to meet Sales Executives who have proved themselves in a technical mini-environment in any of the following market sectors: CAD, ECAD, Computer Aided Software Engineering, AI, Manufacturing, Government and Commercial markets. In addition to implementing and co-ordinating extensive sales activities the Major Account Executives will undertake negotiations at the highest level which will necessitate sound business acumen and diplomacy.

There are also positions for Technical Engineers with a pre-sales background who would like to break into workstations sales in a new business role.

The package is impressive: with unlimited earnings, rewards for excellence high, and real opportunities for career progression. Positions exist in London, Cambridge and Birmingham. Please contact Sybil Temudo.

FORSYTH
executive

85/87 Jermyn Street London SW1Y 6JD Telephone 01-930 7911 Telex 917635

Outstanding Marketing Opportunity
Divisional Marketing Manager
Creditor Insurance c£30,000

Financial Insurance Group is the UK market leader in its field. Our continuing expansion and success in underwriting profitable insurance services for a wide range of client organisations gives rise to a second new position for an outstanding marketer, who will become responsible for the Retail and Consumer Finance sector. Reporting to the Director Marketing-Europe, the Divisional Manager will lead an established, dedicated team in consolidating our market supremacy and directing future business growth. Applicants should be graduates and professionally qualified, able to demonstrate a progressive career notable for achievements in marketing insurance or related products. There is a comprehensive compensation package

Including performance related bonus and quality car. Opportunities for personal development are considerable and may in the medium term lead to Director level responsibilities on a wider stage. Write with comprehensive CV to: Stephen Hales, Personnel Director, Financial Insurance Group, Financial House, Eaton Road, Enfield, EN1 1YR.



FINANCIAL INSURANCE GROUP

Just because you are out of a job
doesn't mean there isn't
a job out there for you!

Many people assume that it is impossible to find "the right job for me." It's so natural to maintain a blinkered view of your own potential that it's hardly surprising if you fail to achieve your true potential.

Chusid Lander can change all that. We are a group of specialist career consultants whose sole function is to guide executives and professional people to achieve their personal and financial ambitions.

We guarantee that we will commit our time and effort until you are satisfied that your career objectives have been realised. Then you can really celebrate!

For thirty years we have been striving for the best. Now it's your turn! To arrange an early confidential appointment, without obligation, telephone your nearest office, (24 hour answerphone in London) or send us your c.v. Ref: C/4/1

LONDON 01-580 6771
BIRMINGHAM 021-643 8102
BRISTOL 0272 262367
MANCHESTER 061-226 0089
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CHUSID LANDER
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ARE YOU
AN
ORIGINAL?

Growing second division firm of solicitors (outer London) with 7 figure turnover seek Managing Director not Partnership Secretary to help create a first division firm by taking overall control of management and direction.

High powered management & marketing experience essential - not necessarily in the professions or service industries.

Age: 35-50 years

Anyone earning more than £25,000 is unlikely to be appropriate but all applications considered.

The remuneration package will include a car and benefits.

Apply to Box No G77

Broker Services Limited

{ London and Glasgow }

Rapid growth in the demand for the Company's services since its formation in May 1986 has necessitated bringing forward Phases III and IV of the Corporate Plan. To ensure the continued provision of a consistently high quality service to clients the following positions have been created.

Compliance Officer

(London or Glasgow) Ref MCS/27

Reporting direct to the Chief Executive this role is concerned with ensuring that the Company and its members operate in accordance with the highest standards of professional integrity and comply with the appropriate Stock Exchange regulations. It will require the maintenance of close links with the relevant regulatory bodies both in the UK and overseas.

Essential requirements are substantial experience in either internal or external audit departments, a high level of analytical skills, an ability to present findings clearly, both orally and in writing, a determined and persistent approach to resolving problems, coupled with detailed knowledge of Stock Exchange requirements.

The total compensation package reflects the importance of these new roles and will attract applicants who are seeking a challenge along with good long term career and salary prospects.

Applicants should send a full CV, with salary history and quoting the relevant reference number to David Gibb, Executive Selection Division, Price Waterhouse, Management Consultants, 1 Blythswood Square, Glasgow G2 4AD.

Chief Accountant

(London) Ref MCS/28

Accountable to the Chief Finance Officer for the provision of a comprehensive accounting service to the Company, including production of monthly financial and management accounts, preparation of budgets and cash flow forecasts, provision of cost data, and the monitoring of financial performance.

Applicants should be ambitious qualified accountants with 3-5 years post qualification experience, capable of managing and motivating a team, and seeking a post where enthusiasm, flair and commitment to results will be well rewarded.

Price Waterhouse



FOCUSING ON SALES....

Area Sales Manager £20,000 + commission + car
Sales/ Design Negotiator £25,000 package

International quality carpets manufacturers.

Based in Southern England we are a highly respected group marketing and selling "top of the range" quality carpeting to prestigious architectural and design practices and large contracting groups. Our products feature in many corporate offices in the U.K., Europe and U.S.A..

Looking at future expansion plans our focus is primarily on our sales team. Ideally you will have a sound track record in sales to architectural firms, contractors or design/ construction groups. Quality carpeting or other allied product experience (eg flooring, textiles, sprinklers etc) is essential. Our area sales manager will be a first rate negotiator - committed to enhancing our existing business base but more importantly to developing and securing new key contracts. Remuneration will not be a limiting factor for the successful candidate. Our sales/ design negotiator should display a keen awareness of the importance in "closing a sale" through ensuring designer/ client negotiations are effective and the product is successfully delivered to the clients' requirements. to focus on us phone our Personnel Advisor in the strictest confidence on 01 609 4272 (11am to 9.30pm).

Or send a CV to BOX G31.

Our current staff have been made aware of this advertisement.

ASSISTANT TO
EXECUTIVE
DIRECTOR

In Computerised Distribution Department for fashion company based in Oxford Street. 6 'O' levels including Maths essential. 21/25 yrs. Excellent salary and generous staff discount. Phone Personnel 01 437 0132.

PRESS &
COMMUNICATIONS

Senior person required for busy press and communications division of large expanding construction services company. The successful applicant will be involved in a range of duties, with specific responsibilities for the coordination and preparation of letters and sales literature.

All-round commercial ability with design flair essential. Good salary and conditions. Based at the Dorking head office. Please apply in writing confidentially to:-
Mrs B A Shaw Wightwick
Vine Court
Chalk Pit Lane
Dorking
Surrey RH4 1ES

CAREER
OPPORTUNITIES

Positions available for TRAINEE and EXPERIENCED sales people £6-£18,000 plus excellent commission plus XRS/GTI. Phone Mark or John now to 7.30 pm 01-387 0875.

BANKING & ACCOUNTANCY

CONSULT US FIRST...

25 Years of Professional Service.

Qualified Accountants.
WIA £16,000-£25,000

Due to rapid expansion this 10 Partner firm of chartered accountants are looking to recruit at the level of assistant manager and upwards.

They are a young partnership with a varied client base, particularly in the service industries. The environment is busy and highly computerised giving ambitious accountants the opportunity to learn fast, handling ad hoc investigation and flotation assignments.

You should be newly/recently qualified with the enthusiasm and self motivation necessary to progress quickly.

Rewards and promotion prospects are excellent.

Please contact Sue Turner in the first instance.

Strike Oil
Up to £14,000 + Study Assistance

Thriving oil company with diverse international interests are searching for a young part-qualified accountant to join their Head Office finance team.

Your role will be one of managing inter-company accounts and putting together the activities and assets of the North-European division.

Computer experience essential, preferably gained within a similar environment.

Success will be well rewarded.

Please contact Sue Wild in the first instance.

ACCOUNTANCY APPOINTMENTS
7 PRINCES STREET, W.1 01-629 7262

Assistant Financial Accountants

Part Qualified/Finalists

INTERNATIONAL SECURITIES

Salary to £18,000 + Bonus + Benefits

Our client is a leading US Investment Banking Group with considerable international representation - an organisation that has clearly demonstrated its commitment to further expansion and development in all product areas throughout the world.

They now wish to recruit **TWO YOUNG PART QUALIFIED ACCOUNTANTS** to further support and strengthen their recently established International Equities and Bond Trading operations based in the City. Duties will include the preparation of financial, management and trading reports and will involve working closely with Dealers, Settlements and Accounting staff at all levels.

Candidates will be young ambitious Accountants currently studying for their professional exams (ACA/ACCA/ACMA) and able to demonstrate a high level of achievement in their careers to date. Good interpersonal skills, together with a strong analytical and problem solving ability will ensure accelerated career development within this entrepreneurial environment.

For further information please write or telephone Susan Ross in the strictest confidence

FIRTH ROSS MARTIN ASSOCIATES, WARDGATE HOUSE, 59A LONDON WALL, LONDON EC3N 4ST. TELEPHONE 01-629 3441

Firth Ross Martin

Financial & Professional Selection Consultants

ACCOUNTANT

We are the Southern office of a fast expanding public company, with such diversified interests as financial and computer services, property and agriculture. As a result of developments, and future expansion plans, we are now looking to recruit an Accountant, who will report directly to the Deputy Chairman.

The Appointee will be responsible for the financial control and development of several of the smaller companies within the group and be involved in the preparation of management accounts.

Based in Surrey, candidates should be graduate Accountants with 2 years post-qualification experience, familiar with computer accounting systems. The long term prospects for the successful candidate are excellent.

Applications and career details should be addressed to: BOX G28.

PUBLISHING AND TRAINING YOUNG QUALIFIED ACCOUNTANTS £22,000+

BPP's growth in professional publishing and training has been remarkable. Following our successful USA flotation in March 1986 our latest figures reveal further growth of over 50% in pre-tax profits.

The field of expert publishing and training is an expanding one - and we need several more outstanding young professionals to help us grow even more within it.

We are looking for people who would like to be involved either in writing or in 'live' training - or in any combination of both.

From you, we require a first class academic background, excellent communication skills - and an entrepreneurial outlook to life.

From us, you may expect an initial salary package of £22,000+ and, more importantly, the chance to develop fast in a highly successful company.

Contact: Richard Price, BPP Holdings plc, 31 Spring Street, London W2 4JA. Telephone: 01-724 7722.

GRADUATE ACCOUNTANTS FOR MANAGEMENT

SOUTHERN COUNTIES

Our client, a major British company with impressive profit growth, seeks ambitious recent graduates for professional accountancy training. For full details please dial:

01-675 4927

JUST LISTEN, YOU DO NOT NEED TO SPEAK

Presented by Teleguide Ltd., 8 Ravenswood Road, London SW12 9PJ.

RETAIL FASHION INDUSTRY

FINANCIAL & MANAGEMENT ACCOUNTANT (Based in London area)

Package c.£20,000

This exciting position offers an outstanding opportunity to someone with flair, drive, vision and commitment to develop in a fast moving fashion oriented environment.

Our client is a young, high profile company with substantial institutional backing and which is currently in the course of developing a chain of own and franchised retail outlets in prime high street locations.

The successful candidate will be in their late twenties or early thirties and will be a qualified accountant with at least one year's post qualification experience. You will need to have a sound knowledge of the development of computerised systems as well as of management reporting in a commercial environment.

In addition to the excellent salary package on offer, this position will provide the successful candidate with the prospect of moving to a Board appointment within two years.

Please reply enclosing detailed curriculum vitae to:

**MOORES
&
ROWLAND**
MOORES & ROWLAND MANAGEMENT ADVISORY SERVICES LIMITED

David Enser,
50 St. Andrew Street,
Hertford,
Herts. SG14 1JA

PART QUALIFIED ACCOUNTANT?

Expanding (50 plus staff) architectural practice (incorporated) based in Islington requires an ambitious person to take control of the computerised accounting system and to develop management information systems. A good opportunity to grow with the company and a competitive salary is offered.

Telephone: Nigel Chapman on 01-231 8761.

FRERE CHOLMELEY

We are seeking a Trust Accounts/Probate Assistant for our Private Client Department. While legal experience is preferable, an accounting background, a keen eye for detail and the ability to handle a heavy workload is essential. A competitive salary and attractive benefits are offered.

Please apply in writing enclosing a C.V. to:

Nicholas Baker,
Administration Partner,
Frere Cholmeley,
28 Lincoln's Inn Fields,
London, WC2A 3HH

OFFICE MANAGEMENT/ACCOUNTING

£15,000

Young, hard-working, friendly computer software house in EC1, serving the international shipping and communications industry, seeks an experienced office manager with bookkeeping skills to draft final accounts.

The applicant must have well-developed interpersonal, organisational and managerial skills and show initiative in their approach to work. Practical experience of computer-based systems is an advantage, but the company is willing to offer training.

Salary negotiable to £15,000 a.s.a. Please telephone or write with c.v. to:

Mr. R. Haddon,
Strategic Software Ltd.,
5/7 Benjamin Street,
London EC1M 5GL
01-505 0811.

GENERAL APPOINTMENTS

GRADUATES

We have opportunities for graduates in their twenties who have done their travelling, had their first jobs and are now serious about committing themselves to a career.

Our client is a marketing company, and is looking for people to train in management and sales, as well as in marketing. The company is expanding rapidly and wants to train people from the "bottom up" so that it can maintain its keen internal promotions policy. You must be team-orientated, willing to work hard and prepared to commit yourself to a rigorous training schedule.

It will demand your best.

If you are interested please call
Patrick Williams
01-625 4602 or
01-625 6855

PROGRAMMES RECRUITMENT CONSULTANCY

COMMERCIAL DIRECTOR

WILTSHIRE PROPERTY DEVELOPMENT neg to £30,000

Our client is a small company engaged in commercial property development with an ancillary interest in a farming and sporting estate.

The level of development activity is now rapidly increasing. The company therefore wishes to engage a person with general and financial management experience who will be responsible for these activities on a day to day basis as well as contributing to the overall strategy of the company.

The ideal candidate will be professionally qualified, have a background in the property field and be able to demonstrate a successful track record as an individual or as part of a larger organisation. Although age is not a limiting factor it is likely that candidates in their 30's/40's would be most suited.

A detailed C.V. should be sent to:-

John Willcox-Jones MSc FCMA
Haines Watts Recruitment Services
Palladium House, 1-4 Argyle Street, London W1V 1AD.

Haines Watts Recruitment Services



AN OUTSTANDING OPPORTUNITY

For a well-educated individual (preferably Graduate) to train as a Financial Planning Adviser with a leading brokerage based in London and the West Country.

The successful applicant will be located in our recently opened Investment Centre in the City of Bath and will have the following qualities: (1) aged 21-30, (2) self-motivated and hard-working, (3) a good communicator, (4) looking for an exciting career. In return, the position offers (1) full training and support, (2) an exciting working environment, (3) a stable career with a professional organisation, (4) an attractive remuneration package, (5) a wide range of long-term opportunities with one of the most innovative and dynamic companies in the Financial Services sector.

Tel: (0228) 69371/2 GRAHAM BOOPER (BATH)
01-404 5766 MICHAEL EDGE (LONDON)
or write to
Chase de Vere (Investments) Ltd
63 Lincoln's Inn Fields
London WC2A 3JX

ASSISTANT MANAGER MARQUEE FIRM

Requires Assistant to Managing Director. The applicant will probably be aged 25-35 with suitable managerial experience. Interesting and varied work. Commencing salary c. £10,000 p.a.

Write for fuller details to
Bucks Wigwags,
Horseshoe, High Wycombe,
Bucks HP14 3XT

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Require an extrovert Negotiator aged 23-28. Must be non-smoker and car owner. Salary, car allowance and high commissions + performance bonuses.

Adrian Cluthe
on 286 6565

ANTIQUARY SHOP SW1

requires experienced salesperson. References essential. Please phone 01 581 5416

MEDIA ADVERTISING AGENCY

Central London, established Graduate Trainee. Must be articulate with confidence to negotiate on behalf of clients. Creative and accurate, with figures essential. Please send CV to Box 606 c/o The Times.

GENERAL MANAGER

"Expanding company providing financial technical services and exporting U.K. Products to the Middle East and West Africa seeks general manager to run the company's operations from the United Kingdom.

Applicants, who must be fluent in Arabic should have considerable experience in both financial and export markets and will be responsible for generating new export business. He/she will be expected to travel widely throughout the Middle East and West Africa.

Following salary £25,000 p.a. + bonus.

Reply to Mr. M. Boutros,
Pulse House,
Bonny Street,
London NW1 9PG."



University of Strathclyde

CHAIR IN FRENCH STUDIES

The University invites applications for the Chair in French Studies from candidates with a proven record in teaching and research, an appreciation of new initiatives and challenges, a strong interest in new developments in language teaching and a specialism in any area of modern French Studies.

Further particulars (quote Ref: 14/87) and application forms are available from the Registrar and Secretary, University of Strathclyde, 16 Richmond Street, Glasgow G1 1XQ. Closing date for applications: 5 May 1987.

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YOU are hardworking and determined with at least 1 years experience in the industry.

YOU are eager to work for a company where success is not only recognised but rewarded.

WE are waiting to hear from you!

Reply in writing to Jean Flockhart, Brook Street Bureau plc, Stockley House, 130 Wilton Road, London SW1V 1LG. (quoting ref. JF/14).

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A Change of Direction

If your career is at a dead end and you are considering a change of direction this could be the opportunity you are looking for.

Opportunities exist for self-assured people with ability and business acumen to train for a career within the financial services industry.

Exciting opportunities for personal success and career development are linked with excellent training and the prospect of a very high income.

Without obligation, find out about or direction.

Please phone Keith Punt on 01 734 5660 (London and Home Counties only).

Allied Dunbar Assurance plc is an equal opportunities group. Applications are welcome regardless of sex, marital status, ethnic origin or disability.

**ALLIED
DUNBAR**

Den norske Creditbank PLC International Bank Accounting Tax and Financial Planning

Den norske Creditbank PLC is the wholly owned London subsidiary of Norway's largest banking group. The Bank offers a comprehensive range of services to corporate customers which focus on Treasury and Foreign Exchange, Investment Banking, Shipping, Project Finance and Leasing, Property Finance, Forfeiting, as well as the more traditional aspects of international lending.

As a result of internal reorganisation a vacancy now exists, at Deputy Manager level, for a recently qualified ACA to assume responsibility for a variety of tasks, including: preparation of the annual budget and financial projections, preparation of the Bank's annual report and statutory accounts for subsidiaries as well as overall responsibility for the Bank's corporation tax computations and the provision of general tax advice to senior management.

The position provides an excellent opportunity to become involved in all aspects of the Bank's business, particularly on the commercial banking side and dealing activities.

Ideal candidates, in the age range 25 to 30, are likely to be employed by one of the top ten UK accounting firms and should have a proven background in international bank auditing. As well as the ability to communicate effectively, both orally and in writing, personal qualities of energy, intelligence and self confidence are essential for this role.

A competitive salary will relate to age and experience and will be augmented by a full range of banking benefits, such as mortgage interest subsidy, non-contributory pension scheme, bonus and subsidised loans.

Applicants should write with a detailed cv to
T.O. KOLLINSKY at DEN NORSKE CREDITBANK PLC,
20 ST. DUNSTON'S HILL, LONDON EC3R 8HY.

DnC

TRAINEE EUROBOND TRADER/SALESPERSON

Chemical Bank currently has a vacancy for a trainee Eurobond Trader/Salesperson. Working as one of a specialist team covering Scandinavian accounts, you will initially be responsible for providing clerical support whilst being trained in the techniques of trading and sales.

Applicants should be well educated and fluent in at least three Scandinavian languages.

Please send applications, quoting reference TR. BONDS., to Mark Hindle, Personnel Officer, Capital Markets Group, Chemical Bank, 180 Strand, London WC2R 1EX.

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We have outstanding vacancies for:

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Senior Building Maintenance Surveyors, Highways Design Technicians and new Graduates, Project Managers.
Construction Site Office Managers.
Clerks of Works with Maintenance experience.

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Design Development Engineers for Electronics Companies working in Filters and Fibre Optics Design.
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Systems Analyst for COBOL RPG 2 & 3.
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Please contact David Nice or Mark Bourne on 01 328 5551

ALFRED MARKS

TECHNICAL RECRUITMENT SERVICES
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We are one of Britain's leading publishing houses, based in Mayfair, where recent exciting developments have created opportunities for highly skilled Secretaries to join our dynamic team.

We are looking for:
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If you have fast, accurate shorthand and typing skills, sound organisational ability, and a good track record as a first class Secretary within a commercial environment, looking for challenge and involvement, we would like to hear from you.

Salary range is £7,500 - £9,500, according to age and experience, plus many attractive additional benefits.

To apply, please telephone 01 493 7070 or write, enclosing a full CV, to:
Melanie Laing
Personnel Officer
COLLINS PUBLISHERS
8 Grafton Street
London W1X 3LA



Collins Publishers

Directors' Secretary

Insuring the risks associated with the search for new oil and gas reserves is a complex undertaking - and one in which Leslie & Godwin Energy Resources Ltd. excel. The Managing Director and Directors of the company, a part of a leading international insurance group, are now looking for someone to provide them with a full secretarial service.

Joining a small, flexible team, you will be involved in keeping diaries, making travel arrangements and receiving visitors, both from the UK and overseas, to the London offices. You will also be expected to deal with a significant volume of word-processing. Aged 20+, and an effective communicator, you will already have had experience of working as a Senior Secretary and will be able to demonstrate good WP and ideally shorthand skills.

A good salary depending on age is being offered together with an attractive package of benefits.

Please send a full CV to Hana Smouha, Assistant Director, Personnel Department, Leslie & Godwin International Limited, 6 Graham Street, London E1 6EQ.



Leslie & Godwin Ltd.

AUDIO SECRETARY

West End Property Company requires an accurate Audio Secretary (aged 21+) to work for 3 Surveyors in their Project Department. You must be presentable with a good telephone manner and a sense of humour. Immediate start.
Salary £8,000 - £8,500.
Staff discount on a wide range of Company goods.

Please write with CV to John Finsky, Dioxon Commercial Properties Ltd, 84 Grosvenor Street, London W1.
(mark envelope private and confidential)
(Strictly No Agencies)

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City-based Interior Design Company.
Bright personality and ability to work under pressure essential.
Salary c. £9,500.
Please reply in writing with CV to: Sylvia Withers, SHORLHAM, 1/3 College Hill EC4R 2RA. No agencies.

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(Starting £7,500 to £12,500 p.a.)
Leading independent college of further education (Central London) currently has two or three administrative opportunities (of varying responsibilities) likely to be of particular interest to those seeking a job in a first or second career in educational administration.
Applications are invited from well-educated candidates aged 20+ with ordinary rates and ability to communicate well orally and in writing. Pleasant, warm personality and sense of humour are important qualities. Keyboard skills desirable.
Write: Managing Director, Messy Executive Selection, 100 Baker Street, London, W1. Tel: 01-835 8694.

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Age 21+ £10,000
If you enjoy a varied and interesting job using your secretarial skills, dealing with personnel matters or using Word Processors and Databases, this is your opportunity. You must have lots of commonsense and initiative.
For further details call Kim on 01-834 0031.
St Stephens Secretariat Ltd. (Rec. Cons)

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£10,000
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Miss Vanessa Voelcker.
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Contact Angela Fels or Marian Hocking on 01-802 7181. No agencies.

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Permanent and temporary positions
Drop in and see us
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39, Av. Champs-Élysées, 75002, Paris.
or 12, rue de la Paix, 75002 Paris.
Tel: 42 61 82 11.

SECRETARY/PA

Small, friendly international law office in West End, seeks graduate PA with good English, good telephone manner, accurate, well-organised, self-motivated and willing to be involved in all aspects of the firm. Legal experience not required. Age 21-35, non-smoker. Salary £10,000 + variable, plus pension.
Please reply with letter and CV to BOX 681.

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(Salary £10,500 - £11,800 p.a. inc. Ben.)
For Managing Director and Business Development Dept. of small private company of major British American engineering companies with offices in London. The prime need is for a well educated, personable, highly motivated, self-motivated, highly organised, efficient, reliable, and a good team player. Consideration will be given to an exceptionally talented graduate college leaver.
Write to: Personnel Manager, Collins & Godwin International Limited, 6 Graham Street, London E1 6EQ.

SALES ASSISTANT HALCYON DAYS

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Very busy, happy atmosphere. Excellent salary and prospects.
Please write in confidence to:
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Excellent salary, training and career structure offered. vacancy based in Baker Street.
Apply to Mrs Burton (0222) 41953

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Our expanding property company is offering a diverse and challenging position to a responsible, efficient, enthusiastic person, who would be required to co-ordinate office lettings and client liaison within our new business centre in Hamersmith. Salary £10,000 p.a. Excellent prospects for the right person.
Contact Angela Fels 01-802 7181. No agencies.

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Please ring or write to: Maria Bond at 01 585 6722, 16-28 Tabernacle Street, London, EC2A 4BN. Agy.

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M.D. of prestige restaurant in SW1 requires young career person to take charge of the day to day running of the office. 50% accounts S/H and typing. Hours 10am-6pm, non-smoker. Typing 100 wpm on computer system given. Salary negotiable. Send cv: M.D., 2 Hollywood Road, London SW10 5NY

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PA/Sec to London Manager. Good S/H and typing plus commercial awareness and desire to work on own initiative. Age 20+ £8,000. (No Agencies) Details: Call: 01-365 1821

BANKING & ACCOUNTANCY

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W1 £16,000
Excellent long-term benefits will be promoted to an accounts/office manager sought by this leading music company. Financial and management accounting in a lively but demanding environment. Ref: KP/C4322.
HOLBORN 307/8 High Holborn, WC1V 7LR 01-404 4581

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accountancy

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Earnings £15,000 to £20,000

Reed Accountancy is now one of the largest specialist accountancy recruitment companies in the U.K. and major expansion plans for '87, to further strengthen our position in the market place, enable us to offer exciting and rewarding career opportunities to enthusiastic, committed individuals determined to succeed in this highly challenging environment.

If you're aged between 23-35, with 2/3 years' successful experience in a sales/service industry and are looking for a definite career role, we would like to meet you to discuss your future.

Our outstanding remuneration package includes competitive salaries, a generous bonus structure which directly rewards success/effort and excellent on-going training and development.

Interested? Then write or telephone for an application form.

Reed Accountancy
54 South Molton Street
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ENGINEERING



ELECTRICAL/ELECTRONIC GRADUATE

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Applications are invited from Electrical/Electronic Graduates with knowledge of material flow and programmable distribution control systems.
The successful candidate would be expected to work in Stuttgart as part of a young team. Following training, there would be excellent prospects in joining an international Project Management Team.
Two/three years work experience, together with a knowledge of German would be an advantage but not essential.
An attractive salary is offered together with relocation expenses.
Please write enclosing full C.V. to:
Managing Director, R. STAHL LTD., Mole Street, Birmingham B11 1XA

EXECUTIVE CRÈME

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for a new, exciting and demanding challenge

Assistant Committee Secretary - a key member of the team which is preparing the way for The International Stock Exchange to become the foremost centre for international equities trading in the world, and embarking on a top-priority project to develop and run a fully-fledged foreign equity market. We are now seeking someone with a high-level secretarial background to take on this role.
Working closely with, and providing complete back-up for, the Committee Secretary, you will provide secretarial, administrative and organisational support to the principal Foreign Equity Committee and its various Sub-Committees.
You will be coming into an environment which is both innovative and hard working and, without doubt, your skills will be put to a stern test. However, you will join us at the outset of an exciting and challenging project which should prove to be a rewarding experience.
An A' level education, accurate shorthand and word processing, good communication and interpersonal skills. Initiative and responsibility are prerequisites for this position. Previous experience of the international securities business or of committee work is desirable but not essential.
The starting salary will be around £11,500 p.a. and excellent benefits include a fully-paid season ticket, lunches, BUPA and a non-contributory pension scheme.
Please apply with a full cv. to Linda Scotts, Personnel Manager, Information Services Division, The International Stock Exchange of the United Kingdom and the Republic of Ireland Limited, Old Broad Street, London EC2N 1HR



A market in progress

the wardour st. agency

£14,000 ACCOUNT HANDLER IN W1

Lively advertising agency seeks experienced person to deal with retail accounts. Smart appearance and good standard of education are essential. Age 25+.

For immediate interview call Kathy on 01-734 8844 or send your cv in strictest confidence to:
100 Wardour Street
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SECRETARY/PA TO CHAIRMAN/MD

Salary circa £10,500

I am seeking a first-class Secretary/PA with good organisational ability to work in a busy and varied environment. You will arrange social events, customer appointments and Senior Management Meetings.

The Company is a major supplier to the newspaper industry and the position calls for an excellent communicator with a good telephone manner. Shorthand required but fast speeds are not essential. Age 25-35.

For interview phone P. Walker on 01-405 3642

SECRETARY/OFFICE MANAGER

If you can do two things at once, work under pressure, willing to work late when the situation demands and still retain a sense of humour, here is an excellent opportunity to join a fast growing firm of structural engineers. We need a self-motivated, ambitious secretary with excellent secretarial skills (shorthand not required) to deal with all aspects of the day to day running of the office. Experience in the building industry ideal.
Salary £10,000 depending on age and experience.
Contact: Christina Little, Whitley and Bird, 3-6 Alfred Place, London WC1E 7EB

PA + MARKETING 12k + COMMISSION

This is a new role in a small and expanding company in the computer graphics field - combining both office and marketing skills. This would require a self-motivated, energetic, person with a track record in either telephone marketing, sales, or advertising.
The job involves both administration and marketing.
The Administration of the Office
This involves overall supervision of the office as an efficient and well-run team, with some typing and other administrative duties.
The Marketing Role
This involves:
Organising a marketing campaign to potential clients and follow-up.
Making presentations about the company and its services.
Having current interested customers to 'active business'.
Planning, organising, and co-ordinating the marketing programme.
The Reward
£12,000 plus commission - commission will be a significant part of the package. A company car is also just around the corner. This is an exciting opportunity with real opportunities for advancement.
For more information please contact David Neville on 01 437 2202

TEMPTING TIMES

AUDIO/ S/H secretaries. Upmarket, prestigious, top rates, free WP and not pay to upgrade secretaries. Call: 01-493 4044. Office: 125 Regent St. E.C.2.

RECRUITMENT. Jobs off busy team of Creative Team where we need you! Contact: Call: 01-493 4044. Office: 125 Regent St. E.C.2.

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ADMINISTRATIVE MANAGER

Bright versatile person capable of co-ordinating all administrative duties and assisting the M.D. on special projects. Typing and computer experience essential.
Salary: £10,000+.
Please send cv to:
Mrs Norris,
12 Grosvenor Crescent,
London SW1X 7EE.
Tel: 235 3776

NON-SECRETARIAL

RECRUITMENT/Training. We are looking for a person who can do two things at once, work under pressure, willing to work late when the situation demands and still retain a sense of humour, here is an excellent opportunity to join a fast growing firm of structural engineers. We need a self-motivated, ambitious secretary with excellent secretarial skills (shorthand not required) to deal with all aspects of the day to day running of the office. Experience in the building industry ideal.
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FRENCH/GERMAN £15,500 Package

A well-established firm of commodity brokers is looking for an enthusiastic secretary to work in one of their busiest departments.

You will be reporting to the Senior Trader who is a young successful American and providing secretarial back-up to him and his team. You will need fluent French or fluent German, preferably both, to deal with clients and to talk to visitors. Your duties will vary in order to ensure their clients' needs in London are met as smoothly as possible from start to finish.

As well as your linguistic skills, you will need excellent secretarial skills of 100-60 words a minute and an ability to work hard in the fast moving environment, where you have a real chance to get involved in trading.

City Office
01-726 8491
ANGELA MORTIMER

VIDEO PUBLISHERS

The last 3 years in the video market have been a period of rapid growth. Now, as the market begins to mature, publishers are looking for people who can help them to manage their business more effectively. Make the job what you want to do. You will be using your own CV (80-100 words) to sell your own products. Lots of money - lots of prospects! Salary £8,500.

Write: Managing Director, Messy Executive Selection, 100 Baker Street, London, W1. Tel: 01-835 8694.

TELEVISION SECRETARY

£8,500
The top TV group are developing a new production area. They need someone who is handling all the legalities, negotiating for scripts, cases and space. She requires a first class assistant with good S/H, typing and educational background. You must be prepared to work hard on the secretarial side but as the Co. progresses you will be expected to progress with it out of secretarial.
Age up to 25.
Call 01 5045 Crawford Recruitment.

DYNAMIC SECRETARY

Required for senior rapidly expanding company. A dynamic, energetic, self-motivated, and determined individual. Excellent salary and benefits. Please send CV to: Mrs Norris, 12 Grosvenor Crescent, London SW1X 7EE. Tel: 235 3776

PA/SECRETARY

Required for private international business. To strengthen support for growing staff and on right hand to an Assistant Director. Lots of client contact and involvement in Direct Mail. Knowledge of French an advantage. Preferred age 25-30. Apply: Staff Director, 23 Tavistock Square, London WC2E 7NQ

JUNIOR SECRETARY

Small, friendly international law office in West End, seeks graduate PA with good English, good telephone manner, accurate, well-organised, self-motivated and willing to be involved in all aspects of the firm. Legal experience not required. Age 21-35, non-smoker. Salary £10,000 + variable, plus pension.
Please reply with letter and CV to BOX 681.

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NATURAL HISTORY MUSEUM

South Kensington London SW7

A Personal Secretary is required in the Museum Directorate to work alongside the Director's Secretary and the Assistant to the Director.

This post would probably suit a college leaver who is energetic with a pleasant and tactful personality, able to work on her own and take responsibility. An ability to handle material of a confidential nature is essential and previous experience of word processing or a willingness to learn is desirable.

Minimum qualifications: 3 GCE 'O' level passes, including English Language.

Shorthand 100 wpm, Typing 30 wpm.

Possibility of a starting salary above the minimum of the scale £8,172 p.a., rising by 4 annual increments to £9,381 p.a. Additional allowances for shorthand/audio and typing proficiency payments, up to a maximum of £1,240 p.a., can be earned, 5 days 41 hour week (including meal breaks) 4 weeks 2 days paid holiday plus 10% public and privilege holidays.

Apply in writing with curriculum vitae to:

Mrs J. Farnworth
British Museum (Natural History)
Cromwell Road
London SW7 5BD
Tel: 01-833 8323 ext 441

The BM(NH) is an equal opportunity employer.

PA/SECRETARY

Required for private international business. To strengthen support for growing staff and on right hand to an Assistant Director. Lots of client contact and involvement in Direct Mail. Knowledge of French an advantage. Preferred age 25-30. Apply: Staff Director, 23 Tavistock Square, London WC2E 7NQ

SUPER SECRETARIES

SECRETARY/PA

Personnel Manager, 125 Regent St. E.C.2. Tel: 01-493 4044. Office: 125 Regent St. E.C.2.

44 £4081
ts of other Winners!

4 DRAWS _____	£1.80
Prize money _____	
4 AWAYS _____	£41.00
4 SUPER HOMES _____	£456.20
(Paid on 1 by 3 & 3 by 2 goals margin)	
Prize money _____	
4 Super Homes 2 Cps under.	

KEY NUMBERS

512124293213334

ts & Stages of Power 6718

WINS 50% MORE!!



CERTIFIED DIVIDENDS

All dividends subject to restructuring.

All matches for April 4th

LITTLEWOODS POOLS, LIVERPOOL

THIS WEEK'S SUPER SHARE-OUT

£2,704,756

INCLUDES 109 TOP DIVS OF £15,936

REBLE CHANCE PAYING 6 DIVIDENDS

24 PTS	£15,936-10	4 DRAWS	£1-80
23 PTS	£118-35	10 HOMES	£48-25
22½ PTS	£74-95	4 AWAYS	£86-05
22 PTS	£88-90	Above dividends to units of 10p	
21½ PTS	£5-10	Expenses and Commission	
21 PTS	£1-45	21st March 1987 - 20 15p	

Reble Chance Dividends to units of 10p.

FOR COUPONS  **PHONEFREE** (24 HR SERVICE) **0800 400 400**

VERNONS POOLS, LIVERPOOL

Winners everywhere this week

on the **£1 Million** PLUS

Super Treble Chance

Includes South Humberston Client who wins £18,229

24 pts	£1522.75	10 HOMES	£35-75
23 pts	£22-00	(Nothing Barred)	
22½ pts	£12-50	5 AWAYS	£491-85
22 pts	£1-85	(Nothing Barred)	
22½ pts	£0-90	HATTRICK	£3-85

Above Dividends to Units of 10p.
Expenses and Commission for 21st March 1987 32-9%

Reble Chance Dividends to Units of 10p.

GRAND NATIONAL COMPETITION

1st 4 in Correct Order
Nos. 63, 91, 51, 94) Dividend Plus
Extra Prize **£7240-50**

order **£99-50**
Dividends declared to units of 20p

For coupons Phone **01-200 0200**

ZEDDERS LONDON EC1

Phone 01-253 5376

Full Perm **£5-a-1p 19-a-1p Multi-3Tops**

£4611 £4144 £4081

Plus Tens of Thousands of other Winners!

TREBLE CHANCE		4 DRAWS	
24 Pts	£436.75	1st & 2nd only	£1.80
23 Pts	£23.85	4 AWAYS	£41.00
22½ Pts	£22.10	4 SUPER HOMES	£456.20
22 Pts	£20.85	Awarded 1 by 3 & 3 by 2 goals margin	
21½ Pts	£20.85	Expenses and Commission the 10p unit.	

£150,000 LUCKY NUMBERS

WILLAM'S LOTTERY ROLL

7 15 21 124 2932 33334

This week's Prize Draw winner: Mr. & Mrs. of New York City.

Remember... 10-a-1p WINS 50% MORE!!

